A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

October 10, 1966

Cleveland export flags fly to promote more world sales

International Trade Winds

Company News

GLASS PRODUCTS—Corning Glass International, S.A., has announced the formation of an Italian subsidiary, Corning Glass Italiana, S.p.A., to market the firm's products in Italy. The new branch will be located in Milan, and will be responsible for the sale of Corning specialty glass and ceramic products in Spain, Portugal, Yugoslavia, and Greece, as well as Italy.

BANKING—The Bank of America has opened its 43rd international branch in Colon, Panama. The branch, the bank's third in Panama, will offer domestic and international banking services. Emphasis will be on financing Canal tolls, steamship operations and entrepot activities in connection with the Canal Free Zone. The bank has two branches in Panama City.

LOCOMOTIVES—General Electric has shipped 26 diesel-electric locomotives to two African countries. Mozambique has begun conversion of its railways to diesel with the receipt of 16 locomotives. South Africa has purchased ten new locomotives, bringing to 235 the total number of GE locomotives in service in South Africa.

FOOD PRODUCTS—J. Hungerford Smith Co. and General Foods Corp. have joined Italian, Canadian, and Venezuelan firms in assisting local interests in Jamaica to manufacture cocoa, chocolate bars, and other food products. The new company, Jamaica Food Products, Ltd., will manufacture chocolate syrups under license from the Smith firm, a subsidiary of United Fruit Co., and gelatines, baking powder, instant orange drink and other items under licenses from General Foods.

ELECTRONICS—Fairchild Camera and Instrument Corp., S.G.S., Fairchild's European affiliate, and Texas Instruments have entered into a cross-license agreement for the patents belonging to each other in the field of semi-conductor devices and related manufacturing equipment. The agreement, extending for ten years, covers patents throughout the world except Japan.

Newsletter

How to learn where you can participate, among the coming U.S. overseas exhibitions and trade missions? See the first issue of INTERNATIONAL COMMERCE each month. The October list, carried on Pages 16-19 of our Oct. 3 issue, reported 34 international fair exhibitions, U.S. Trade Center shows, or trade and investment missions, featuring lines from hand tools to aircraft components. Next list will be in our Nov. 7 issue.

Our recent photo-stories on company meetings (E. W. Bliss, Northrup King) bringing representatives to U.S. headquarters from around the world have stirred news from other American companies. The Rome Plow Co. of Georgia, for one, brought a group in from Latin America to see its equipment at Cedartown and land development projects in Tennessee, Arkansas, Mississippi and Louisiana.

Traps lie in wait for the U.S. advertiser overseas who simply wants a quick literal translation of his bangup American sales message. Chicago adman Richard Hobbs told a U. of Illinois world trade meeting that in South America, for example, it is the hen not the goose, that lays golden eggs, and cats there have seven, not nine, lives.

$22,000 in sales of automatic lock assembly equipment, and a licensee, resulted from a "between-the-shows" exhibit in the Frankfurt Trade Center. Maromatic Company Inc. of California reserved the space, open to any U.S. manufacturer between regularly scheduled exhibitions. Maromatic estimates $40,000 in additional sales in the next 12 months.

The first large aviation equipment show to be held in Japan since the war attracted a larger opening day crowd than any of the 21 shows since the Center opened. 64 U.S. manufacturers were represented and all indications point to a fertile and growing market. Four Tokyo television stations covered the opening.

More than $200,000 in follow-up sales have been reported in the year following the Educational Laboratories and Systems Show in the Stockholm Trade Center. The seven companies reporting are 3-M, Digital Equipment, Dymo Industries, Electronic Futures, Tecnifax, GE and University Microfilms.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Sixteen Presidential "E" for Export Excellence flags, flying over Cleveland's Burke Lakefront Airport, became the symbol for International Day in Cleveland on Sept. 28. They were earned by Cleveland area firms, the 16th being presented to B. F. Goodrich Chemical Co. during the observance. Aiding the Navy men with the flags are REEC member Samuel Abrams and Commerce Department Cleveland Field Office director Charles B. Stebbins (right).

International Commerce

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INDUSTRY AND GOVERNMENT TEAMED IN CLEVELAND for International Day on Sept. 28. Secretary of Commerce John T. Connor was the honored guest, speaking, reviewing Cleveland's export progress, and conferring a Presidential export award. With him are (left) Charles B. Stebbins, director of the Commerce Dept. Cleveland Field Office, and (right) Dr. Harry B. Osborn, Jr., Cleveland Regional Export Expansion Council chairman.

INTERNATIONAL DAY IN CLEVELAND

City 'speaks export will'

Secretary Connor terms Ohio event a demonstration of determination to build export sales

"I heard Cleveland speak its will today . . . on a matter of great urgency not only for Cleveland but for the nation and the free world."

These were Secretary of Commerce John T. Connor's words in response to the way in which the Ohio city marshalled community attention toward expanding its trade with the world. It was Sept. 28, International Day in Cleveland, observed by proclamation, public meetings and addresses, an exhibition, harbor and industrial tours, and an export award presentation—all spotlighted by press, radio and TV.

Summing up for the city, Chamber of Commerce president Curtis Lee Smith called the visit of the Secretary "a first-hand demonstration of national interest in the efforts of major cities such as Cleveland that are working for increased export trade."

Richard L. DeChant, executive director of the Greater Cleveland Growth Board, declared that the event would "make local manufacturers more acutely aware of the tremendous role exports play in their profit picture."

Cleveland's Mayor Ralph S. Locher said "the entire program focused attention upon the advantages of our port, the need for promoting more trade throughout the world, and the vast consequences for worldwide peace which world trade fosters."

In his International Day address Secretary Connor saw Cleveland as an apt locale in which to review U.S. trade policies and opportunities because people who can trace their origins to 63 different nations work and live together there and send their products to as many nations.

He then emphasized the importance of the current Kennedy Round negotiations in Geneva for "the greatest possible reduction in tariffs and other barriers to trade, done on a fair and reciprocal basis."

He described the negotiations in these terms:

"No less than 43 countries are taking part . . . and virtually all of them, singly and together, have a very large stake in its outcome. All have made offers of varying degrees in both the agricultural and industrial sectors. Ten of the biggest trading countries, for example, including the United States, those that account for a major share of world trade, have offered a major part of their industrial imports for the full range—50 percent —of linear tariff cuts.

"But many of the offers from other nations so far have been most disappointing, particularly the European Common Market offer on agricultural products. And non-tariff barriers, the hidden shoals of trade such as discriminatory

taxes and unfair customs valuation procedures, have been added to the agenda for the first time in a tariff conference, thereby enlarging the opportunities for significantly freer trade.

"We must not weaken in our conviction that the greatest possible reduction in tariffs and non-tariff barriers to trade is in our best interest and the best interest of all nations. The cuts must be reasonable, of course, but that offers no cause why they should not also be broad and deep."

Domestic needs

He turned to the necessity of keeping America's domestic economy in good shape. He mentioned the suspension of the 7% investment tax credit and accelerated depreciation of commercial buildings, and said these "temporary" measures, along with a $3 billion projected reduction in Federal expenditures, were meant to "bank, not put out, the fires of demand." Inflationary pressures, he warned in this connection, can price us out of the world markets.

He set expanding totals of Free World trade before the Cleveland audience, and said: "To maintain their share, U.S. exporters will have to increase sales abroad by 50% in the next decade and by almost 300% by the year 2000."

Sponsors of the International Day activities included the Cleveland Chamber of Commerce, Advertising Club, the Cleveland Regional Export Expansion Council, and the Greater Cleveland Growth Board.

Port Director Noel C. Painchaud, Port Commissioner Earle B. Butler, and Curtis Smith, president of the Cleveland Chamber of Commerce, were part of the task force representing business and industry that toured the Port of Cleveland with Secretary Connor.

The group reviewed present and future plans for improvement of warehouse and dock facilities. To date, 1966 figures for total overseas commerce at the Cleveland Port are up 6.8% over last year's —showing a 45% increase in total exports, 2% in imports.

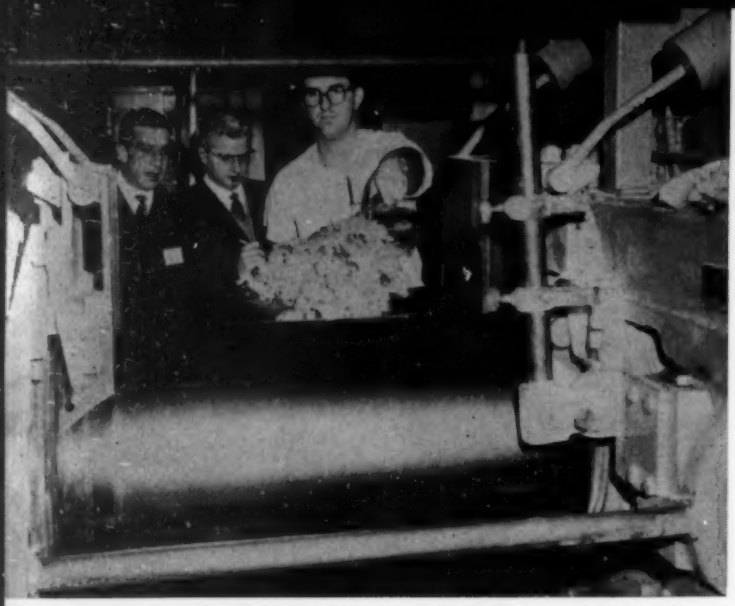
The two Cleveland companies whose plants were visited are sizable exporters. Republic Steel, through its General Export Division, ships directly to foreign markets, but also to many local customers who export finished products. TRW, Inc., a diversified manufacturer in aviation, space, electronics, and automotive equipment, says that international business accounts for about 12% of its total sales.

Also on public display, at the Sheraton-Cleveland Hotel, were 16 exhibits—of Cleveland firms that sell internationally, and services available through the Port of Cleveland and a local bank. Products ranged from a simple disposable toothbrush containing its own dentifrice to

CENTURY OF SERVICE to Cleveland by the Sherwin-Williams Co. was noted in presentation to board chairman Arthur W. Steudel (right) by Curtis Lee Smith of the 100 Year Club.

FACTORY TOURS were features of International Day. At TRW, Inc., a gold-plated automotive valve, symbolic of the 1.5 billionth one produced by the Cleveland-based company, was presented to Secretary Connor by company president H. A. Shepard and "Miss International," Karen Dietz, a secretary at TRW.

INDUSTRIAL EXHIBITS BY 16 FIRMS were on view during International Day. Despite a broken leg, Lempco's Dr. Karl B. Berdach greeted Mr. Connor.



GOODRICH CHEMICAL'S TOURS FOR FOREIGN INDUSTRIALISTS at its Development Center include a demonstration of a rubber batch being milled.

MADE-TO-ORDER POLICY allows these potential French buyers to view sizing check of PVC pipe as it comes out of the extruder.

sophisticated aeronautical equipment.

Cleveland's export perspective was summarized to International Day participants as follows:

Exports of manufactured products from Cleveland factories increased nearly 20% in a three year period from $194,500,000 in 1960 to $230,900,000 for 1963, the last year for which complete figures are available.

The entire state of Ohio ranks fourth in manufactured exports. California increased its 1960 total of $1,334,000,000 to $1,494,200,000 in 1963, up 12%; New York, from $1,228,400,000 to $1,447,000,000 in the same period, up 18%; Illinois, from $1,261,600,000 to $1,440,500,000, up 14%, and Ohio, from $1,218,600,000 to $1,419,700,000, for a 17% increase.

Export volume

To set Ohio and Cleveland in further perspective, only five other states have an export volume of manufactured goods over $500 million. These are Pennsylvania, $1,237.7 million; Texas, $899.1 million; New Jersey, $841.7 million; Massachusetts, $562.2 million; and Wisconsin, $500.2 million. Of these, two outstripped Ohio's increase—Massachusetts with 31 percent, and Wisconsin with 30 percent. New Jersey had a gain of only 8 percent, Texas 9 percent, Pennsylvania 14 percent.

Cleveland is thus the source of nearly 20 percent of Ohio's total reported exports, and has many of Ohio's 200,000 workers where jobs are traced to exports. In the latest figures it ranked eighth among the Nation's exporting cities.

Foreign customer service is key to Goodrich Chemical's 'E' award

Exporting for 22 years, Ohio firm has outlets in 90 markets; overseas sales accounted for 10-15% of total 1965 business

Newest of the "E" flags flying over Cleveland's International Day festivities was that of the B. F. Goodrich Chemical Co., awarded as a high point in the event itself.

Commenting on Goodrich's winning the Presidential "E" award for export excellence, company president Thomas B. Nantz listed constant market research and broad-scale advertising as two important aids in meeting competition.

"But I believe the emphasis we put on customer service abroad has been the real key to our growth in the export market," he said.

One avenue of BFG Chemical Co. customer service is the firm's preparation of procedures and specific processing information that is tailor-made to customers' requirements.

Opened new markets

BFG Chemical opened new markets for U.S. products by creating and introducing a high heat distortion grade of vinyl plastics into Denmark to be used for industrial and residential pipe and tubing; a new polyurethane plastic, Estane, for Spain for manufacturing monofilaments; and a specially compounded ABS plastic, Abson, into the United Kingdom to make spinning bobbins.

Another BFG Chemical Co. customer service is an information bulletin the company distributes monthly to keep its agents and customers abreast of the plastics, rubber and chemical technological developments in the U.S.

Founded in 1942, the company established its international sales department in 1944. In the past 22 years the company has established export markets in more than 90 countries and has become one of the largest operating divisions of its parent company. Exports in 1965 represented between 10 to 15% of the firm's total business.

Originally BFG Chemical Co. was restricted in its export efforts by the wartime controls which limited the firm to exporting polyvinyl chloride materials through the Government lend lease program.

At the end of the war the firm began a concentrated effort to build up sales volume abroad. By 1945, representatives had been appointed in five countries. To-

day, this nucleus has expanded to more than 65 qualified representatives aboard.

BFG Chemical now exports a wide range of chemical specialties and general chemical lines which range from products used in the cosmetic industry for thickening face creams to sophisticated chemicals used in drug manufacturing.

The firm is the world's largest producer of its original export product, polyvinyl chloride, which is used in products ranging from upholstery and floor tile to pipe and house siding, from dolls and shatter resistant bottles, to wet-look vinyl clothing.

Special packaging

To give its customers the most rapid delivery possible, the company established a distribution warehouse in Rotterdam and is now considering other locations for expanded distribution. BFG Chemical has also designed special export packaging containers to improve service to overseas customers.

In many countries the firm's customers produce materials in accordance with very rigid specifications established by trade groups and government agencies, making it essential for the firm to tailor-make its products.

To assure efficient customer service in the field, the firm chooses its representatives abroad on the basis of their technical ability as well as business acumen. The firm's technical service representatives also travel throughout the world to work with BFG Chemical Co. customers.

Advertising and participation in trade fairs have been used extensively to introduce products into the world market and the firm plans to participate in two European fairs this year.

Overseas plants

Since its entrance into the export arena, the company recognized the inevitability of competing plants being built in all the major markets. BFG Chemical formed associations to ensure its growth and today has associates or subsidiaries in England, Canada, The Netherlands, Australia, Brazil, Mexico, Japan, New Zealand, India and Iran.

In addition to these self-made competitors, the firm competes with 27 other companies in Europe, nine in Latin America and 21 in the Far East.

Anticipating a large potential market in the emerging countries of Africa and the developing countries of Central America, BFG Chemical Co. is conducting market studies of these areas.

Cleveland's awards

B. F. Goodrich Chemical joins 15 other Cleveland area "E" Award winners, including: The Steel and Metalworking Weekly, Cleveland; Lempco International, Bedford; Production Machinery Corp., Mentor; The Central National Bank of Cleveland; American Greetings Corp., Cleveland; Bailey Meter Co., Cleveland; Cleveland's Dept. of Port Control; Warner and Swasey Co., Cleveland; TRW, Inc., Cleveland; Brush Beryllium Co., Cleveland; Republic Powdered Metals, Inc., Cleveland; Preformed Lime Products Co., Cleveland; Spencer Manufacturing Co., Spencer; The National City Bank of Cleveland; and the Consolidated Paint & Varnish Corp., Cleveland.

Machine tool builder salutes International Day

Products exported by the National Acme Co., were among those exhibited at the Sheraton-Cleveland Hotel throughout International Day there Sept. 28.

National Acme is a Cleveland-based machine tool builder said to be the world's largest manufacturer of multiple-spindle automatic bar and chucking machines. In addition, the company produces electrical controls, threading tools, and foundry equipment.

The firm says it introduced the first successful multiple-spindle automatic lathe in 1893. Since then, more than 60,000 machines bearing the Acme-Gridley nameplate have been built and 25% of them have been exported to developed and developing countries.

A National Acme 10-year export summary shows more than $55 million worth of its products entering international trade.

OUT FROM CLEVELAND'S PORT goes a National Acme automatic lathe.

OUT FROM BOMBAY TO INDIA PLANT SITE goes the same machine.

JULY READER POLL RESULTS

Answers are guides to betterment of magazine, Commerce service

Sizable 9% of paid subscribers volunteered replies profiling their backgrounds and indicating use of publications, listings

The editors of this magazine sent a questionnaire to the entire paid subscription list with the July 4 issue. Now the results are in. They lead to further questions of our readers:

► If 3,998 subscribers to INTERNATIONAL COMMERCE find the World Trade Opportunities effective in daily operations and you don't, is there a good reason why not?

► Are you sure you are taking full advantage of the unique information in the magazine?

► What makes a magazine "cheap at $16" to some and "not worth the money" to others? Are you passing up opportunities?

► Why do 299 subscribers apparently *always* receive replies from foreign companies in response to inquiries when 2,598 do so only infrequently—with *most* subcribers reporting between the two extremes.

Compare your uses of our features with those of the other subscribers who responded to our July survey.

Perhaps the answers are between the lines that follow. But, whether or not you arrive at immediate conclusions, we think you'll find the opinions of your fellow subscribers interesting and instructive.

The July 4 questionnaire was designed to pinpoint readers' needs by determining the areas of greatest usage of the magazine and possible gaps in its coverage of world trade information and news.

At the time of the survey, paid subcriptions to INTERNATIONAL COMMERCE totaled 9,995. Nine percent, or 910 paid subscribers, returned their questionnaires by Sept. 15—a response considered very good, showing unusual interest (and still more are coming in).

Of those who responded, half are manufacturers (52% four years ago, in a 1962 survey). Almost a fourth are combination export managers, 3% are in finance, 2% in trade associations, 1% each in other intermediary exporter activities, freight forwarding, and legal work.

The majority of those who responded are veterans at doing business abroad. Fifty-six percent are in businesses in which some aspect has been international for more than 10 years; 13%, five to ten years; 4%, two to five years; and 3%, less than two years. Yet, almost three-fifths of our subscribers, the survey indicates, have been taking the magazine for less than five years.

A little more than half of the subscriptions serve one or two readers only; a third (54% in 1962), two to five; and an eighth, more than five.

It depends

Which sections of INTERNATIONAL COMMERCE, which regularly recurring reports, what kinds of features do our readers find useful? For "effectiveness in daily operations," 40% say World Trade Opportunities; 37% say Trade Fair and Center stories; 29%, worldwide import rules; 25%, Foreign Government Actions. But as "background for planning," 43% find Trade Mission reports useful; 42%, the semi-annual world trade outlook articles by country; 36%, the world market report issued quarterly; and more than a fourth list the Trade Fair and Center stories, the semi-annual list of world trade fairs, and Foreign Government Actions.

The World Trade Opportunities section, largest in the magazine, each week lists from 200 to 400 specific opportunities for trade abroad. These offers and requests have been screened to some extent, by Foreign Service posts, to eliminate those which appear to be marginal.

Forty-three percent of our readers, on the basis of the survey, would like the same screening continued; 23% would prefer more screening, with fewer listings resulting—"to save us valuable time," said one; 18% would like to see more opportunities, with all screening left to U.S. firms.

More than half of the subscribers responding to the questionnaire read this section for indications of trends in all markets for specific products; 32% look for trends in specific markets for U.S. goods.

For 26% of those who follow up on these published trade opportunities, foreign firms answer their inquiries most of the time; for another 26%, infrequently; for 23%, half the time, and for only 3%, always.

Thirty-nine percent of the participants in the survey do make direct sales resulting from the leads they follow up; 23% conclude agency agreements.

In the dark

Regarding Commerce Department publications and services for the U.S. international trading community, indications are that a surprising number of firms are not familiar with, or have not used, some of the services.

Only 40% have registered in the International Traders' Index—a magnetic tape file of commercial information on nearly 450,000 U.S. firms, for, among other uses, market matchmaking. Of those who said they had not registered, 73% were not familiar with the Index.

Also, 55% have not listed their foreign agents or distributors in the Agency Index—an "international buyers' guide"—maintained in the U.S. Embassies and Consulates abroad.

Eighty-one percent of our subscribers, however, know what a World Trade Directory report (commercial information on a specific foreign firm) is. In addition, 69% are familiar with the Commerce Department's Overseas Business Reports—which provide basic commercial and economic information, by country—and 44% use INTERNATIONAL COMMERCE to update their OBR files.

Space was not provided in the questionnaire for general comments, but some miscellaneous suggestions—for features or improvements in the magazine—were offered in the margins.

Readers helped

Thanks to the subscribers (9%) who participated in our survey last July. The information you gave us will be seriously considered and used many times in the months ahead, in program planning as well as in the improvement of *International Commerce*.

Commerce denies all export rights to Singapore firm

Action taken following company's reluctance to file strategic data

Electronic Enterprise of Singapore, a firm dealing in electrical and electronic instruments, and its owner and manager, Ho Chee Choon, have been denied all U.S. export privileges indefinitely. The action was taken by the Department of Commerce because information was not provided by the firm on the disposition of U.S.-origin strategic commodities exported from the U.S.

The firm has been under investigation to determine whether the commodities were re-exported or traded in violation of U.S. Export Regulations, according to the Department's Bureau of International Commerce.

The denial order, effective Sept. 26, will remain in force until the respondents furnish the desired information and comply with a request to make the specified commodities available for inspection, or give adequate reason for failure to do so.

All outstanding licenses in which the company has an interest are cancelled, and the company, its agents, employees and representatives, are barred from all transactions involving commodities or technical data subject to U.S. Export Regulations.

The export regulations provide that, without authorization from the Department of Commerce, no person may trade with a party he knows has been denied U.S. export privileges in commodities exported from the U.S.

FRENCH FOUNDRY EXECUTIVES STUDY U.S. METHODS: Three executives of French foundry associations visited Sibley Machine and Foundry Corp., South Bend, Ind., recently to discuss the factors behind the resurgence of the U.S. ferrous casting industry. Observing an intricate fluid power valve housing body, they are (left to right) Pierre Renaudin, J. B. Hyenne, Sibley President John E. McIntyre and Jacques Boucher. Representing the French Iron Castings Information Center and the French Founders' Association, the trio is in the U.S. to discuss American methods of marketing, production, quality control and value analysis as applied to the casting industry in their country.

Robert Hirshberg named commercial policy chief

Robert L. Hirshberg has been named Director of BIC's Office of Commercial and Financial Policy. Mr. Hirshberg, who was Asst. Coordinator of International Cooperation Programs for the Commerce Dept. in the late 1940's, most recently served with AID in the field of international logistics negotiations.

He is a graduate of Oberlin College and holds two degrees in International Affairs from George Washington University.

Memphis to host export seminar

The Mid-South's first Executive Level Export Seminar will be held Oct. 18 in Memphis. The seminar will be headquartered at the Holiday Inn-Rivermont and is sponsored by the Memphis Chamber of Commerce, the REEC, and the Commerce Department Field Office.

Participants are also invited to a luncheon of the Memphis Rotary Club to hear Carl A. Gerstacker, chairman of the National Export Expansion Council, and to a breakfast meeting of the REEC.

Among the speakers are: Francis W. Parker, president, LEXIM Division of Genesco Transnational, Nashville; and B. H. Witham, vice president, IBM World Trade Corp., N.Y.

Registrations must be made and paid for in advance by Oct. 14. **Write:** W. Percy Brooks, P.O. Box 224, Memphis, Tenn. 38103.

U.S. contractors to pave major Guatemalan highway

Guatemala plans to make improvements on its Rio Hondo-Esquipulas highway and to the port of Matias de Galvez.

The Export-Import Bank of Washington will make available $1.3 million to finance dollar costs of the paving the Rio Hondo highway. The work will be done by a consortium of U.S. contractors which includes R. B. Potashnick and D. L. Harrison Co., both of Cape Girardeau, Mo., and Nello L. Teer Co., Durham. N.C.

The Eximbank also extended the availability of funds for improvements of the port of Matias de Galvez, and the repayment schedule was altered accordingly.

This loan, first announced in 1964, will finance dollar costs of the improvement, estimated at $6 million. Proceeds of the loan will finance engineering and construction services relating to dredging, pier and road construction and such items as a prefabricated warehouse and a 50-ton crane.

Japanese movie industry slipped again during 1965

But U.S. films are expected to continue their strong showing

Contrary to earlier industry predictions, the Japanese motion picture industry continued to decline in 1965, showing a 14.6% drop in paid attendance and 1.9% reduction in box office receipts from 1964.

However, U.S. films should continue to hold their share of the market and may show an increase if major Japanese film producers continue to cut production.

Imports of foreign feature films into Japan totaled 264 features in 1965, with 159 of these being U.S. films. There were 259 features imported in 1964, of which 143 were from the U.S. Overall distribution revenue for U.S. films increased by about 8% to $22.86 million in 1965, while distribution revenue for all other imported films dropped about 23% to $8.4 million.

The number of motion picture theaters also dropped to 4,649 in September 1965, from the 4,927 reported as of August 1964.

Informed opinion within the industry foresees a continuing downtrend for the next year or two, but expects a stable or even increasing level of activity beginning about 1968.

Attendance is expected to continue declining in 1966, probably to a level of 330 to 340 million. This is more than 20% lower than the 1964 figure.

Box office receipts tended to level off in 1965. An increase in the average ticket price from 49.5 cents in 1964 to 56.3 cents in 1965 was responsible for the relatively unchanged level of receipts.

Germany to host shutter fair

Manufacturers, retailers, architects, and interior designers from all over the world have been invited to attend the Third International Shutter and Blinds Trade Fair in Stuttgart, Germany, June 8-11, 1967. For further information on participation, **write:** Rudi Haussmann, Suite 7, 1409 Yonge St., Toronto 7, Canada.

Swedish industrial growth creates U.S. sales chances

Swedish industrial investment outlays for 1966 will reach an estimated 7.54 billion Swedish kronor ($1.46 billion), according to a mid-year Swedish Government survey. Topping 1965 investment expenditures by 16%, the 1966 outlays will set a record for the Swedish economy.

The big upsurge, which was predicted early in 1966 by INTERNATIONAL COMMERCE, provides significant opportunities for increased U.S. sales of high quality, advanced industrial machinery.

Most of the new outlays are for modernization and expansion of Sweden's largest industries, including the metalworking and engineering industries, wood pulp and paper mills, and chemical and allied industries. The total also includes $388 million for public utilities, up 16% from 1965.

The survey reported that a few Swedish industrial sectors are lagging in new investment, including the wearing apparel, textile, food processing, and mining industries.

U. of Mo. sponsors export seminars in Kansas City

A series of six Export Executive Seminars will be held in Kansas City beginning Oct. 21. The Wednesday night seminars will be sponsored by the University of Missouri, the REEC, and the Commerce Department Field Office.

This is the fourth annual seminar held at the University's Kansas City campus. The sessions will be held between 7 and 9:30 p.m. and will feature two speakers experienced in international trade.

Among the speakers are: N. M. Georgitsis, export sales manager, Wagner Electric Corp., St. Louis; Robert S. Smith, Time-Life International, associate advertising director, New York; and Vincent D. Travaglini, Bureau of International Commerce, Department of Commerce, Washington, D.C.

Applications for admission should be submitted early since enrollment is limited to 75 registrants. The registration fee is $35 per person.

Write: University of Missouri, Division of Continuing Education, 5100 Rockhill Rd., Kansas City, Mo. 64110.

International firms choose McFarlane chairman of council

The Business Council for International Understanding has elected A. N. McFarlane, board chairman of Corn Products Co., as chairman. He succeeds Fred C. Foy, board chairman of Koppers Co., Inc., Pittsburgh.

BCIU is a non-profit association supported by U.S.-based international companies.

Elected as vice chairmen were Earl C. Daum, general manager, General Overseas Operations and corporate vice president; William F. May, board chairman, American Can Co., and Antonie T. Knoppers, M.D., president, Merck, Sharp & Dohme, International.

Dr. Knoppers was also elected secretary of the Council, and John G. Copelin, vice president of International Telephone & Telegraph Corp., was re-elected treasurer.

BCIU activities include a training program for international executives and their wives at American University, Washington, D.C.; a program of individual company consultations for U.S. ambassadors and foreign service officers, and Washington conferences on business-government relations.

Spain to hold first exhibit of mining, related machinery

The First International Exposition of Mining and Related Machinery, scheduled for May 15-23, 1967, at Gijon, Spain, has invited all interested American manufacturers to display their wares at the show. The exposition is believed to be the first European-based fair to be limited to this type of machinery.

Industrial groupings under which goods may be exhibited include research, mining supports and braces, electrical systems, aeration, environmental controls, delivery systems, mineral treatment, petroleum equipment, and water and gas conduits.

Two Spanish mining associations will conduct symposia at the fair, and it is expected that as many as 5,000 executives and technicians from the European mining industry will attend.

Write: Spanish Official Chamber of Commerce, 515 Madison Avenue, New York, N.Y. 10005.

VISITORS CROWD THE AISLES to view the equipment for the pulp and paper industries on display at the Stockholm Trade Center (above). Opening day visitors included representatives from as far away as the Hsiao Kang paper plant and the Tong Tai paper plant, both located in Taiwan.

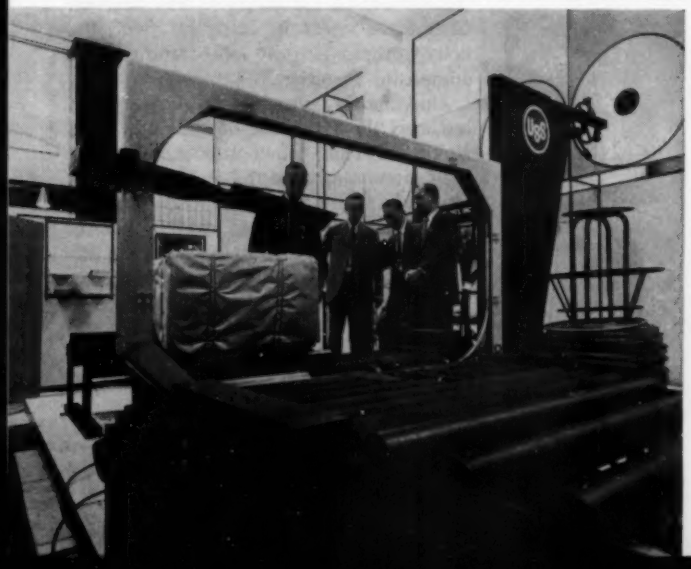
Sales records broken at Stockholm exhibit

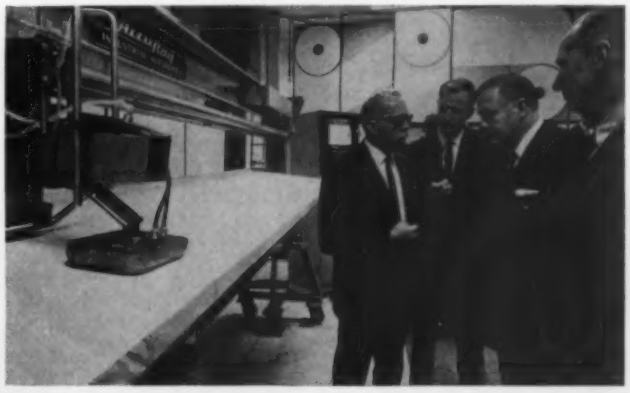
Results far exceeded all expectations at the show of equipment for the pulp and paper industry, held Sept. 14-21 at the Stockholm Trade Center. A new record was established for the Center, with $14,000 in immediate sales and $11,425,-000 in first-year sales reported.

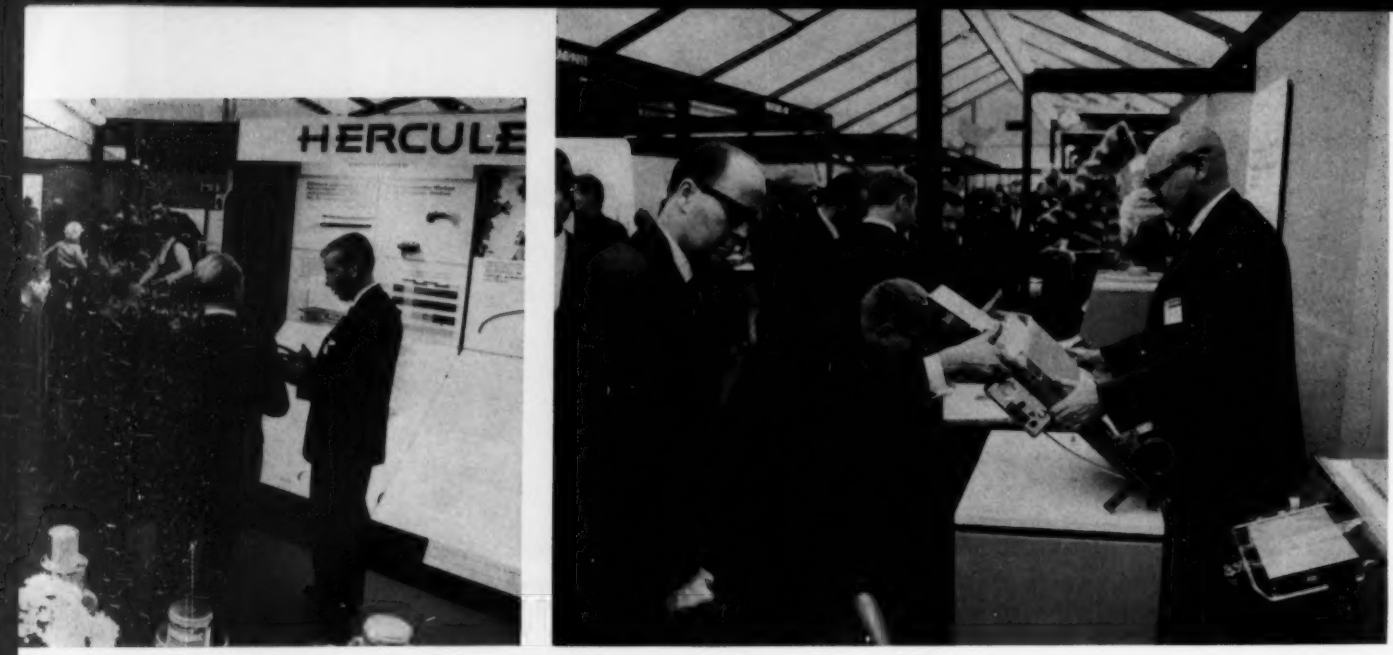
Of the 30 U.S. companies in the show, only one was actively seeking a Scandinavian agent, but by the show's end, 11 representatives had been signed, and 11 more arrangements were pending.

The exhibition attracted over 1,000 trade visitors from as far away as Taiwan. Visitors were pleased with the high quality of the products on display, and exhibitors in turn were well satisfied with the high level of buying executives who attended.

NEW EQUIPMENT was shown by several companies, including Industrial Nucleonics Corp., which showed a new model in its line of moisture control equipment (below right). Buyers discuss the operation of United States Steel's new automatic pulp baler (below left), which drew great attention.







FINNISH REPRESENTATIVE of the Hercules Powder Co. discusses company's products with potential buyers (above left). At right above, another agent helps a customer in inspecting packaging machinery.

SERIOUS BUSINESS DISCUSSION takes place (above) in the booth of the Simplex Time Recorder Co. Glenoit Mills, Inc. (below) presented imitation furs, rugs, bath mats, and assorted other textile products.

High sales predicted after Helsinki Fair

Plastic films sell well at exhibit, water repellent process popular

American exhibitors at the Helsinki International Trade Fair, Sept. 15-25, projected sales during the next year as a result of their promotional efforts at the fair as $4,870,000. Record attendance of over 300,000 was posted at the fair, and over 275,000 of these visited the American Pavilion.

Sales leaders during the show were Minnesota Mining and Manufacturing Company's "Scotchgard" water repellent process for fabrics, Goodyear's "Vitafilm" plastic packaging, and duPont's "Alathon" and "Syrlin" plastic films, all being introduced to the Finnish market for the first time.

Among the most popular exhibits with the visitors to the pavilion was Marbon Chemical's research racing car, with the body formed entirely of Marbon's new composite material "Cycolac."

Opening day guests at the U.S. exhibit included the President of Finland, Urho Kekkonen, and other top members of the Government and the diplomatic community.

Exhibitors considered their sales results, including the $690,000 in direct off-the-floor sales, as highly encouraging. U.S. exhibition officials and exhibitors agreed that this year's show was an outstanding success, and recommended participation in the 1968 edition of the Helsinki Fair.

MADE IN U.S.A. are the toys on display in the American exhibit at the Lagos Educational Toy Show recently in Nigeria's capital. Direct sales and agency agreements are expected as a result of the show.

American toys a hit at Lagos exhibition

Novelty, low cost of U.S. products appeals to Nigerian retail outlets

American-made toys were displayed for the first time in Nigeria at a one-week exhibition staged by the Lagos Educational Toys Committee in the capital city of Lagos, Aug. 22-26. The exhibit featured a variety of toys from such diverse countries as Australia, Great Britain, Denmark, Israel, Sweden, and the U.S.

Fifteen U.S. firms were to be represented in the showing, three by the company itself, and 12 through a combination manufacturers' representative. Unfortunately, the displays of two firms were lost in transit, so only 13 companies had toys at the show.

Several hundred local citizens visited the show each day it was open, and the U.S. toys attracted the most attention. The novelty of the American-made toys appealed to the children and their parents, and the low prices on most items put them within reach of Nigerian families' purchasing power.

Frequent requests were received as to where locally the U.S. toys on display could be purchased. Inquiries were also received from local distributors and department stores regarding direct purchases of U.S. toys and representational agreements for the Nigerian market area. A total of six prominent local firms were interviewed during the toy exhibition by the U.S. commercial officer at the show.

In spite of the modest scale of the exhibit of U.S. toys, a breakthrough for American toy manufacturers in the Nigerian market may well have been achieved by the effort. Each of the companies in the show expects future sales as a result of its participation.

Denmark plans spring exhibit of packaging equipment

American manufacturers of packaging materials and machinery of all sorts are invited to participate in the second International Packaging Fair, NORD-PACK, scheduled for Apr. 27-May 5, 1967. The fair will take place in Copenhagen's new exhibition halls at Bellahoj.

Raw materials and semi-finished manufactures made from plastics, sheet metal, glass, wood, cardboard, corrugated paper, and other substances will be included. In the mechanical field, machines producing packaging material will be shown, as well as the latest advances in wrapping and labeling machines.

Write: NORD-PACK, Ryvangs Alle 20, Copenhagen O, Denmark.

EXHIBITION BRIEFS *WORLDWIDE*

Briefs are condensed from the reports of U.S. commercial officers on-the-spot. They are meant to stimulate investigation of likely markets and to show the scope of opportunities for U.S. product demonstrations and sales. The more detailed full reports are available. Only exhibitions showing international goods are listed.

Write: Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

INTERNATIONAL PACKAGING AND CONFECTIONERY MACHINERY FAIR, DUSSELDORF, GERMANY, May 12-18. 687 exhibitors from 15 countries. 266 foreign participants. 46 AMERICAN COMPANIES REPRESENTED. Attendance from the trade 89,000. No sales figures available, but all American exhibitors well satisfied with results. Next Fair scheduled for 1969.

INTERNATIONAL SAMPLES FAIR, BARCELONA, SPAIN, June 1-15. 7,092 exhibitors, 2,300 from outside Spain, down from over 10,000 in 1965. Attendance 1,400,000, down by 400,000 from last year's record. Exhibitors represented 53 countries. 108 AMERICAN EXHIBITORS. No sales figures, but Commerce Department Business Information Center at the Fair developed several trade opportunities for U.S. firms. Next Fair, June 1967.

MUNICH OPHTHALMOLOGICAL EXHIBITION, Aug. 14-19. 80 exhibitors from nine countries. 14 AMERICAN EXHIBITORS, in pharmaceutical products and scientific equipment and instruments. Attendance over 2,000 eye doctors from 76 countries. No sales results, but U.S. firms represented considered the results very good. Next exhibition, June 17-22, 1968.

INTERNATIONAL EXHIBITION OF HOUSEHOLD GOODS, GLASSWARE, CERAMICS, HARDWARE, AND TOOLS, MILAN, ITALY, Sept. 3-6, 1966. 916 exhibitors from 25 countries, over twice the 1964 total. 15 AMERICAN EXHIBITORS, in hardware and tools. Attendance totaled 28,726, over three times the 1964 figure, with 3,962 from outside Italy. Italian agents for U.S. companies pleased with sales prospects from contacts at the show. Next exhibition, Sept., 1968.

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Sterling Drug International (Sterling-Winthrop Group Ltd.) plans to open a small pharmaceutical plant in Blantyre, **Malawi.** The southeast African plant will produce aspirin tablets and package ready-made liver salt. Imported ingredients for these products will be processed by U.S. tablet-making and wrapping machines . . . The Central Reserve Bank of **El Salvador** has announced two new exchange control measures designed to facilitate trade among the Central American Common Market countries. The measures provide that payments up to $6,000 for imports from the CACM area can be authorized directly by the commercial banks without the necessity of the Central Bank's approval. Collection documents for exports up to $6,000 to the CACM area can be negotiated directly by the exporter without having to go through the banks . . . **Thailand** has announced a reduction in its buying and selling rates for spot exchange transactions in U.S. dollars with commercial banks. Effective Aug. 19, its selling rate was reduced from B 20.70 to B 20.67 per U.S. dollar, and its buying rate was reduced from B 20.675 to B 20.62 per U.S. dollar.

ETHIOPIA

U.S. market share grows

Projects require items in which U.S. producers have marked advantage

Market prospects for United States exports to Ethiopia continue to improve. Latest reports from the U.S. Embassy indicate that imports of those items in which United States producers enjoy a marked advantage—machinery and tools, and vehicles and parts—should expand faster than the growth in aggregate import volume.

First quarter figures indicate that imports are continuing to grow at an accelerated rate. During this period, Ethiopian imports were valued at $30.7 million, or 8.5% more than for the first quarter of 1965. Total 1965 imports worth $176.5 million showed a 20% rise over 1964.

On the export side, first quarter figures reveal a 12.3% decline in the value of shipments ($44 million) relative to the comparable period in 1965. This decline is partly attributable to a decrease in the value of coffee exports, reflecting falling world market prices. Other export commodities contributing to the downward trend include oil seeds and pulse.

Positive gains were registered in exports of hides and skins, and especially meat products, which rose 40% over the comparable 1965 period.

High levels of exports for meat products, fruits and vegetables are expected to bring year-end totals for 1966 up to 1965 levels, when exports increased 10.7% over the preceding year. This rate has not been sufficient to correct the growing deficit on the balance in physical trade, however.

This pattern of trade, characteristic of the less developed nations, reflects two important facts concerning the Ethiopian economy: first, that the industrial sector, which is the primary source of import demand, is growing faster the overall economy and second, that the foreign exchange needed to carry forth development projects must be derived from the export earnings of the agricultural sector.

Thus, development efforts will be directed toward a dual goal: expansion in both industrial and agricultural productivity.

GROWING ETHIOPIAN MARKET is reflected in the suburban sprawl of this city, where the houses stretch to the horizon. U.S. products enjoy a strong position in supplying Ethiopia's development needs.

Industries grow 14%

Ethiopia is experiencing an industrial growth rate of 14% compared with a maximum of 4% for the economy as a whole. It thus represents an expanding market for United States exports of capital goods. A survey of recently established projects indicates a wide diversity of opportunities offered to international investors and industrial suppliers by the Ethiopian economy.

The major industrial development of the year was in the field of power. In June, the Imperial Ethiopian Government

and the United States signed a $21.7 million loan agreement to assist in constructing a hydroelectric project on the Fincha River. An AID loan will cover the foreign exchange costs of the $277 million project which, when completed in 1972 will provide an additional 100,000 kw. for Addis Ababa and increase the Ethiopian Electric Light and Power Authority's overall generating capacity.

American firms have been increasingly active in Ethiopia. The Kalamazoo Spice Extraction Company plans to establish a plant in Ethiopia for the production of oleo resin paprika flavoring, and coloring products for the export market. The plant, which will cost an estimated $320,000 will be in full operation in two or three years, at which time annual exports are expected to total $1 million.

Another United States firm, Parsons and Whittemore, has progressed with its plans to establish an $8.7 million paper project which is being implemented through the Ethiopian Pulp and Paper Share Company. The nation's first Pepsi Cola bottling plant was opened at a cost of $400,000.

Three Japanese projects have come into production during the past year. The Japanese-Ethiopian owned Sabean Metal Products Company recently began producing galvanized iron sheets at its plant in Akaki. The $1 million plant has a capacity of 30,000 tons, considerably in excess of the annual domestic demand.

The Japanese-built synthetic textile plant near Mojo is designed to produce, during its first three years, some 150,000 square yards of nylon woven, dyed and printed fabrics per month.

A third plant has begun producing macaroni for the local market.

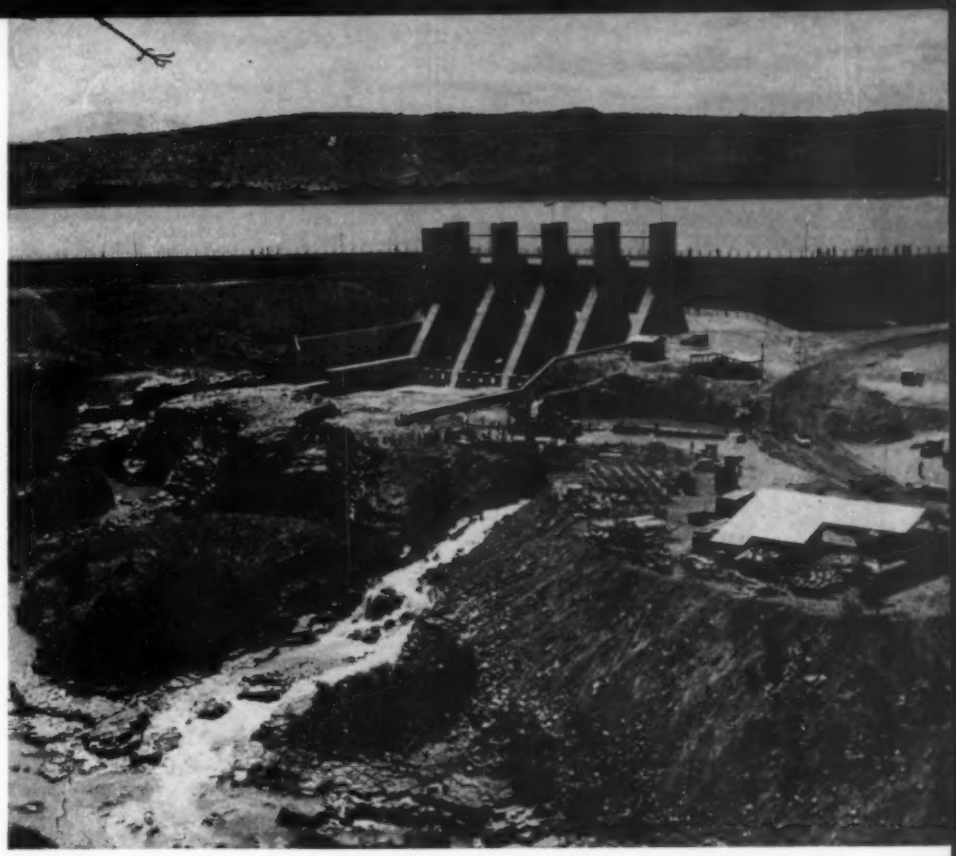
The domestic textile industry grew 35% in 1965, as the number of spindles increased from 120,000 to 163,000.

Petroleum prospects

Many experts are convinced that petroleum can be found in commercially exploitable quantities in the Ethiopian basin, but a considerable amount of preparatory work remains to be done before further drilling is carried out. In the meantime, the formerly active exploration for petroleum is virtually at a standstill.

Mobile Oil has been awarded the contract to supply crude oil to the Soviet-built Assab refinery by the Assab Oil Refinery Board. Under the agreement, Mobil will supply the refinery with up to 2.5 million tons of crude from the Persian Gulf over the next five years.

The Parsons concession in the Danakil Depression has been extended by the negotiation of a new contract which includes the right to exploit the saline deposits in the area. Under the terms of the contract, Parsons is expected to submit a feasibility report and begin construction before December 31, 1967.



INDUSTRIES NEED POWER, and are straining the capacities of Ethiopian dams such as this. A $277 million hydroelectric project will furnish 100,000 kw. for Addis Ababa when completed in 1972.

The annual export of refined potash is eventually expected to reach one and a half million metric tons, valued at approximately $37.6 million.

Although gross fixed investment remained low (11-12% of the gross domestic product) and government capital expenditures were also small, the official policy continues to be hospitable toward private foreign investment. The government's desire to attract investment capital has led to the granting of tax holidays and liberal allowances for the transfer of profits and capital, the easing of procedures for the import of machinery, and the establishment of the Investment Bank of Ethiopia.

In light of this favorable investment climate, a number of investment projects have been proposed for the forthcoming year, including a meat cannery which would involve the participation of a U.S. firm in the National Meat Corporation through assumption of the plant's technical management. Under the proposed agreement, the American company would also assume a marketing commitment to sell the output of the plant, which would consist primarily of corned beef and meat extract.

Other promising projects include: a $5.6 million tire factory to be built by a Czechoslovakian firm adjacent to the Czech-financed Canvas and Rubber Shoe factory; a jeep assembly plant to be set up by an Indian firm with rumored U.S. backing; a truck assembly plant to be set up by an Italian firm; a thread factory; a cotton ginning mill; a meat processing plant; and a soap factory.

Although it is growing rapidly, the industrial sector is still small in relation to the more significant agricultural sector. contributing only about 2% to the gross domestic product.

Efforts to increase agricultural productivity and earnings have met with serious structural resistance. Between 85 and 90% of the manpower and 64 to 67% of the gross domestic product is derived from traditional agriculture.

Efficient resource utilization is hampered by landlord-tenant relationships which stifle individual initiative; some 80% of the land is cultivated by tenant

THE BOOMING TEXTILE INDUSTRY grew by 35% during 1965. Although expanding rapidly, Ethiopia's industries still account for only about 2% of the nation's gross domestic product. (World Bank Photo)

farmers, and 80% of the villages have no access roads.

Despite these impediments, however, the country's potential for agricultural development is rated high. An extensive program of land reform will be carried out under the newly-created Ministry of Land Reform and Administration, and preparations are being made for a cadastral survey which will utilize U.S. Mapping Mission aerial photographs.

Village self-help projects are attacking deficiences in schools, and building wells and feeder roads at the local level.

In addition, the Ethiopian Government has recently committed itself to the development, at an expected cost of over $2.5 million, of the formerly barren Ogaden region, where the production of livestock, fruits and vegetables for export will be emphasized.

The United States is making significant contributions to the agricultural development effort. AID recently financed a survey of a grain production, marketing and storage system in Ethiopia. The report submitted to the Ethiopian Grain Corporation contains a number of recommendations to improve production and marketing which, when implemented, should help eliminate the periodic shortages and price fluctuations of ceral grains in Ethiopia.

The United States has also loaned the Grain Corporation some $297,000 in Ethiopian currency derived from PL 480 cotton sales, to be used as working capital by the Corporation in pursuit of its stabilization objectives.

An additional grant equivalent to $170,000 was made available to the Ministry of Agriculture for water development under the Borano Regional Livestock Development Program. A supplemental loan of $225,000 was signed for the purchase of 60 Bailey bridges which will give a number of isolated farm communities access to important market areas, and integrate them into the monetary economy.

Agricultural projects

Both the Swedish Government and the World Bank are making plans to establish agricultural development projects in Ethiopia. Under a project of the type contemplated, as many as 5,000 families in a concentrated area might receive intensive assistance in both the economic and social areas.

Progress continues on the Awash Valley power and irrigation project with the announcement that the U.N. Special Fund and the FAO will cooperate in providing a grant equivalent to $800,000 as well as badly needed technical personnel. The project, which will involve total outlays of approximately $430 million, the relocation of 15,000 farm families, and the employment of 30,000 Ethiopians, will develop some 200,000 hectares of land, and yield an expected annual gross agricultral product of $180 million.

To increase foreign exchange receipts, the Government has devoted a considerable portion of its development funds to promotion of the tourist industry.

Completion of financial arrangements for the Hilton Hotel in Addis Ababa should give the tourist industry a strong boost. The Export-Import Bank will loan $3.7 million loan for the hotel, which will cost a total of $6.4 million. Parliament has approved the Exim loan and work on the hotel has already begun.

Invisibles are also expected to increase foreign exchange earnings.

Communications net

The Ethiopian Government has devoted a considerable amount of its available capital and development attention to the improvement of its transport and communication facilities. These projects are designed to improve the access of provincal Ethiopia to the more important market areas, thereby extending the monetary economy and enhance the attractiveness of Ethiopia as a focal point for commercial and diplomatic activities affecting the whole of Africa.

Two new DC-3's have been added to the fleet of Ethiopian Airlines, and a new pooling agreement has been concluded with Alitalia and East African Airways.

Two 6,500-ton cargo vessels of the Ethiopian Shipping Line, equipped with modern cargo handling facilities recently began operating between Ethiopian ports and the French Somaliland port of Djibouti to Genoa and northern European ports.

A newly established shipping firm, the Ethiopian Transatlantic Shipping Line, associated with the Canadian Societe Montmar, recently began operating a charter service for westbound cargoes from East Africa, with U.S. ports as the final destination. The firm will specialize in the handling of coffee, cereals, and other bulk cargoes, and expects to initiate regular service to U.S. eastern seaboard and Gulf coast ports later in the year.

The Imperial Board of Telecommunications has launched a two-year investment program to expand and improve the country's telephone facilities and radio network. The greatest portion of the investment funds, which will total $10.8 million, including a $4.8 million World Bank loan, will be allocated to improving urban telephone service and to developing inter-urban telephone, telegraph, and telex service.

Few major new projects involving foreign assistance were begun during the first part of 1966, except for the Fincha Dam and Hilton Hotel projects.

Agreement on the use of the two-million pound, interest free British loan signed in 1965 has not yet been reached, although it is expected that about half of that amount will be committed to an agricultural project.

The Government signed an $9.2 million loan agreement with the World Bank for school construction, and discussions are currently being conducted with the same organization for a comprehensive survey of the Ethiopian economy.

The following sources will provide partial financing for projects to be initiated in fiscal 1967: loans from the IDA, West Germany and AID, totaling $7 million for various highway projects; $1.8 million from the USSR for the Assab refinery; a $2.56 million IDA loan for education.

The servicing of these loans brought Ethiopia's external debt up to $108.8 million at the end of fiscal 1966. The largest single portion of the debt, some $44.2 million, is due to the United States. Eighty percent of the debt is direct and the remainder represents borrowing by enterprises having Ethiopian Government participation.

Debt is manageable

For the foreseeable future, this external public debt burden (which absorbs about 5% of the budget) appears to be within manageable limits, as Ethiopia's foreign exchange position continues to improve. During 1965, the external payments position remained stable with an overall surplus of $13.7 million. The balance of trade in 1965, according to recently revised customs figures deteriorated by Eth $40.5 million, as compared with 1964, when the deficit in physical trade amounted to only $9.4 million. At the close of the first quarter of 1966, gold and foreign exchange holdings on hand could cover approximately nine months of payments of visible imports. The diversification of the country's export mix, as foreign exchange earnings from meat products, fruits, vegetables, hides, tourism increase, will decrease Ethiopia's dependence on coffee, which currently accounts for more than 60% of foreign exchange receipts.

The availability of dollar reserves, coupled with the attractiveness of U.S. capital goods, should mean that American exporters will enjoy a favorable position as supplier to Ethiopia's industrial and economic development effort for some time to come.

New Guatemalan regime inherits a nation on the upswing; industrial output running 10% ahead of 1965

Government is keenly interested in its relations with business; state-owned enterprises may lose competitive advantages

Guatemalan economic activity at mid-1966 was at high levels, and the general outlook was excellent except for retail sales of consumer goods.

The industrial production index was 10% higher than the corresponding period of last year, and exceptionally favorable rains made for bumper harvests. The country's basic grain production and its exports of coffee and cotton are both high.

A new government began operation with the installation of President Julie Cesar Mendoz Montenegro on July 1. It has undertaken intensive negotiations with the United States and international lending authorities, which have resulted in several substantial loan agreements for the construction of capital projects such as highways, added health services, and expanded port facilities.

The Government has shown itself to be particularly interested in its relations with domestic and foreign businessmen. The Ministry of Economy will seek revision of the investment development laws to give special incentives to investment in areas outside Guatemala City.

New foreign investment which will advance Guatemala's economic development will probably be particularly welcome, and the new regime has been working closely with International Nickel Company on the final details of its planned investment.

New legislation which gave the state-owned shipping company and airline as well as the national ports of Champerice and Matias de Galvez substantial advantages over competitors in the movement of certain categories of freight may be revised, although it is not clear if this means repeal or modification.

The state-owned facilities are not sufficiently developed to handle the volume of freight which is now moving through them, and local businessmen have experienced serious delays and rising costs in importing raw materials and replacement parts.

Bank deposits during the second quarter were 12% above the same quarter of 1965, reflecting high export earnings, increased credit availability from the central bank, and an increase in public sight deposits. The shortage of commercial credit has slackened somewhat during the past year and a half, particularly in the agricultural and commercial sectors. However, the demand for industrial credit is still high.

Government revenues appeared to be at record levels in the second quarter, reflecting tax collections on exports of coffee and cotton, as well as good returns from profit taxes. The Government announced that there would be no increase in budget expenditures, although there may well be changes among individual ministries.

Preliminary indications are that imports increased by only about 9% in the

U.S.-MADE MACHINES are playing a leading role in Guatemala's resurgent manufacturing industries.

NEW CENTRAL BANK BUILDING reflects the robust condition of Guatemala's economy. Government revenues were at record levels in the second quarter, and bank deposits 12% above '65.

first six months of 1966 over the $108.5 million reported in 1965, while exports jumped 30% over the $115.7 million reported in the same period of 1965. Net foreign reserves were $79.9 million on June 30, the highest figure in recent years.

Commercial activity in Guatemala has been at record levels since late 1964.

Total commercial sales in Guatemala City during the first quarter of 1966 were $213.9 million, some 14% above first quarter sales in 1965.

Xerox subsidiary

The Xerox Corporation established a subsidiary in May, and appeared to be having considerable success in introducing and placing its processing machines in commercial, industrial, and banking institutions in Guatemala. Sears Roebuck, S.A. announced that it will establish a large store on the main business avenue of Guatemala City. The store reportedly will be the largest of its kind in Central America.

The industrial production index for March was up some 10% over March 1965, with substantial gains in chemical production, electric power, and tobacco products.

Eleven companies were granted special benefits under the industrial incentive laws during the second quarter. These projects represent a total capital investment of approximately $1.35 million, and cover the manufacture of such diverse products as automobile batteries, textiles, insecticides, metal products, folding doors, and springs.

Important new industries which began operations during the quarter include the bottle plant of Industria Centroamerica de Vidrio, S.A., a $3.4 million investment which will supply manufacturers of alcoholic and non-alcoholic beverages in Central America, and Quimicas Retzloff Centroamerica, a subsidiary of the Houston Retzloff Chemical Company. The new plant produces a line of emulsifiers and sulphonaters for the local insecticide formulating plants.

The wholly-owned local subsidiary of Corn Products, Productos de Maiz y Alimentos, S.A., inaugurated a small plant to produce corn starch for home and industrial use. Farbworke Hoechst A.G., of West Germany announced that it would soon open a plant in Guatemala to produce chemical products derived from polyvinyl acetate.

Two additional minimum wage rates were announced for the plastic products manufacturing industry and for restaurants, bars, cabarets, and soda fountains. The respective rates are $1.68 and $1.36 a day, and bring the number of minimum rates now in effect to ten. Additional rates for teachers in private schools, the hotel industry, and the printing trades are in advanced stages of study.

Agreements with U.S.

The new Government has signed loan agreements with the United States and various international lending agencies totaling $8.8 million, including an AID loan of $1.55 million for malaria eradication, an Inter-American Development Bank loan for $3.02 million for rural potable water and sewage systems, and a Central American Bank loan for $4.2 million for a portion of the El Rancho-Coban Highway. Several other loans are expected to be signed in the near future.

The 1965-66 coffee crop is estimated at about 2,050,000 bags of which 1,643,000 bags will be exported. Local consumption is estimated at 215,000 bags with estimated ending stocks as of September 30 equaling 370,000 bags.

Guatemala has been particularly aggressive in exporting to countries which are not members of the International Coffee Agreement, thus reducing its estimated stocks considerably.

Cotton production during the 1965-66 crop year is about 377,000 bales, of which 344,000 bales will be exported, with the difference to be consumed locally. Preliminary indications are that perhaps 20% less land will be planted to cotton for the 1966-67 crop year. However, production will not drop as sharply because much of the land taken out of production was marginal.

Current estimates are that the Guatemalan sugar crop will equal 174,000 short tons, up some 20% from 1964-65. About 110,000 short tons will be consumed domestically and 59,000 tons will be exported, mostly to the United States.

An excellent harvest is expected in the various basic food crops. Corn production is estimated at as much as 25% above the 14 million quintals (one quintal equals 101.4 lbs.) harvested in 1965, and rice output will be up between 15 and 25%. Other basic crops such as beans, wheat, and vegetables are also at high levels.

Ceylon publishes tariff change details

Details have become available on the import duty changes announced by the Government of Ceylon on July 29.

Duty rates were reduced from 33 to 30% on a broad range of chemical items. Increases from 22 to 30% were applied, however, to iron or steel plates and sheets, tinned plates and sheets, and certain types of iron or steel wire. With these and other changes, most industrial raw materials entering Ceylon are now dutiable at a uniform rate of 30%.

Scientific, medical, surgical, and precision instruments, formerly dutiable at 20%, now carry a 40% rate.

A reduced rate of 150% has been set for a number of household appliances formerly dutiable at rates ranging from 230 to 340%. These include refrigerators, air conditioners, fancy electric lighting fixtures, domestic electroplated ware, and certain other appliances.

The rates on industrial, mining, and construction machinery were left mostly unchanged, ranging from 14 to 40%. Most agricultural machinery, including tractors, continues to be duty free.

For details of duty rates on individual commodities, write the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Dept. of Commerce, Washington, D.C. 20230.

Colombians to build factory to produce nylon and polyester

Enka de Colombia, S.A. plant to have 4200 ton capacity

Enka de Colombia, S.A. is building a synthetic fiber plant near Medellin, Colombia, which will have a capacity to produce 4200 tons of nylon and polyester annually.

When fully operational early next year, the Enka de Colombia plant will be the largest synthetic fiber plant in Colombia and the only Colombian producer of nylon tire yarn; its other products being nylon textile yarn, polyester yarn and polyester staple fiber.

Manufacture of synthetic fibers, which is still a comparatively new industry for Colombia, promises to save the country about $8 million a year in foreign exchange by replacing imports of similar fibers and wool. Enka de Colombia is expected to account for about half of this saving.

The firm was formed in 1964 by the Dutch firm, Algemene Kunstzijde Unie (AKU), together with a group of local investors which included six Medellin textile firms and the Corporacion Financiera Nacional, a Colombian finance company.

The International Finance Corp. will invest about $937,500 in Enka de Colombia to help finance the facilities being added to the plant for converting nylon tire yarn into canvas.

The IFC investment is a purchase at par (Col$10) of 1.5 million new shares of common stock. Loans to Enka are being provided by the Inter-American Development Bank, which has agreed to lend the equivalent of $5.5 million, and by Colombian financial institutions.

Spain clarifies import list of liberalized commodities

The Spanish Director General of Foreign Trade has specified that the Spanish list of liberalized commodities applies only to commodities that are new and of first quality. All commodities to be imported that are used, reconditioned, of second quality, or obtained through liquidation sales or devaluated for other reasons require an import license.

This information should be inserted in the Import Licensing section of *OBR* 64-51, "Foreign Trade Regulations of Spain."

Brazilian agency to set trade policy

Brazil's newly created National Council for Foreign Trade (CONCEX) has been formed to establish a foreign trade policy for Brazil, and to enforce, guide and coordinate new trade regulations and laws.

The Bank of Brazil, through its Trade Bureau, will act as executive secretariat. CONCEX will also administer a new Export Financing Fund, established to provide capital for the financing of export production of manufacturing enterprises in Brazil.

Export taxes excluded

Except for export taxes which have been specifically legislated, the law will stimulate exports by abolishing all other taxes, quotas, fees and withholdings that bear upon any kind of goods intended for export. Goods intended for export which are at ports waiting to be shipped are exempted from warehousing charges for a period of up to 15 days.

The Council will control foreign trade shipping rates, including insurance costs and port policy matters, and will have the responsibility for expediting the entry of merchandise into storage warehouses in accordance with Brazilian laws.

Provision for reciprocity

Provision is made for reciprocity with respect to the payment of fees for the legalization of consular invoices. Shipments from the U.S., which does not charge for this consular formality, are exempted from future payments of fees for the legalization of invoices covering exports to Brazil.

For an English translation of this law, on a ten-day loan basis, **write:** OIRE, Bureau of International Commerce, Washington, D.C. 20230.

Malawi to improve two major roads

One to open rich central region, other connects capital and Zambia

The Government of Malawi has contracted Brian Colquhoun & Partners, of the United Kingdom, to serve as engineering consultants for a project to improve two of the southeast African nation's most important roads.

Engineering consultant work connected with the project is expected to take about 12 months to complete and to cost about $575,000.

One road in the proposed project, which is part of the country's main north-south artery, extends from Zomba, the capital, to Lilongwe, the major market center for agricultural produce from the rich central region. The other road extends westward from Lilongwe to the border of Zambia.

Transport system inadequate

Malawi's transport system is generally inadequate for present traffic and the difficulties of transport hinder economic growth.

Consultants will carry out detailed engineering, including design and preparation of tender documents, of the Zomba and Lilongwe.

The consultants will also review the detailed design already prepared by Malawi's Ministry of Works, of the 90-mile section between Lilongwe and the Zambian border, and prepare firm cost estimates.

$490,000 IDA credit

The International Development Assn. has approved a credit of $490,000 for the project. The IDA credit will cover the foreign exchange component and the Government of Malawi will meet the local currency costs.

The IDA credit is for 10 years, with the understanding that if an IDA credit is extended in due course for the road construction involved, the engineering credit would be refunded out of the proceeds of the construction credit. After a two-year grace period, repayment will be made in semi-annual installments beginning October 1968.

Jamaica to expand education facilities throughout Island

Construction contracts open to international bidders

Jamaica plans to construct 50 new junior secondary schools and to expand four teacher training colleges, the Jamaica School of Agriculture, and the College of Arts, Science and Technology.

Major contracts for construction and equipment will be awarded on the basis of international competitive bidding. Work is scheduled for completion in about 3½ years.

The junior secondary schools to be built and equipped will be located throughout the country and will bring secondary education to Jamaica's rural communities.

The expansion of post-secondary schools includes libraries, lecture and assembly halls, classrooms and laboratories, essential student hostels and staff housing, furniture and teaching equipment.

The schools will function in the evenings as community centers with particular emphasis on extension classes to upgrade the manual skills of the adult population and to increase the Island's skilled manpower.

Buildings and equipment will also be added at four colleges which train teachers for the primary and junior secondary schools.

The entire project is estimated to cost about $19.4 million and the International Bank for Reconstruction & Development has approved a loan to Jamaica equivalent to $9.5 million to help finance the project.

The Citizens and Southern National Bank, Atlanta, will participate in the loan, without the World Bank's guarantee, to the extent of $50,000 representing part of the first maturity which falls due Jan. 15, 1972.

Italy purchases $145 million debt from the United States

The Italian Exchange Office (Ufficio Italiano dei Cambi) has purchased promissory notes aggregating $145.1 million from the Export-Import Bank of Washington. These notes were under loans made since 1959 to the Italian Credit Institution (Istituto Mobiliare Italiano) to assist in financing sales of various U.S. goods and services to Italian industry.

This purchase represents substantially all of the indebtedness of the Italian Credit Institution to Eximbank currently outstanding. The unpaid maturities under the loans are due, for the most part, in the next six years.

In July 1961 the Italian Exchange Office undertook a similar purchase of loans made in prior years.

New Customs Journals

The Commerce Department has made the translations of two more International Customs Journals available for purchase by U.S. exporters. The journals cover the customs systems of:

Morocco (7th edition), PB-173-101, $1 (bound), or 50 cents (microfiche).

Nigeria (8th edition), PB-173-101. $1 (bound), or 50 cents (microfiche).

Write: Clearinghouse, U.S. Dept. of Commerce, Springfield, Va. 22151, Attn: Code 410-60.

Ecuador reimposes deposit for free exchange imports

Ecuador has reimposed the prior import deposit requirement for most imports made with exchange purchased on the free market.

Deposits will now be required for all imports, whether financed through the free or the official exchange market, except those financed by foreign credits of one year or longer.

The current prior deposit levels are 50% for List I items and 70% on List II items, with 140% on a selective group of luxury goods.

Imports financed by foreign exchange purchased on the free market will continue to be exempt from the monetary stabilization surcharges on the cif value (10% on List I items, 20% on List II items).

All imports on the "additional surcharge" lists continue to be subject, respectively, to the 10% and 20% surcharges on the cif value. In addition, the prior deposits on duties remain in effect for all imports (10%, List I; 45%, List II).

Brazil liberalizes exchange regulations

The Central Bank of Brazil has abolished the requirement that foreign exchange contracts be closed prior to the authorization of the respective importation. The action will affect most commodities imported.

Foreign exchange for general category (essential) imports may now be closed at any time prior to the custom clearance of the merchandise. Consequently, the deposit of the cruzeiro counterpart will be postponed for an estimated period of four months on the average.

Since the interest cost of such deposits is about 3% per month, this action is expected to reduce effective import costs by from 10 to 15%.

The Central Bank's resolution 35 replaces the Certificate of Exchange Cover (CCC) by a new form designated as Guia de Importacao which is also issued by the Foreign Trade Department of the Bank of Brazil (CACEX). As formerly required, this document must be presented to the Brazilian Consulate for legalization, which is provided without charge.

The Central Bank on Sept. 25 issued Resolution 37 which abolished surcharges on sales of exchange to cover financial remittances. The surcharge had been 10% for firms adhering to the provisions of Portaria 71 (price control) and 15% for other firms.

The only financial burden remaining on exchange purchases is the requirement that exchange contracts be closed prior to the issuance of special category (non-essential) import licenses and the 100% minimum bid on auction sales of permits to buy special category import exchange.

Holders of the Overseas Business Report, Trade Regulations of Brazil should note the above changes in appropriate sections.

Tanzania to expand university

Expansion of the University of East Africa, includes plans for a dormitory and an extension to the cafeteria at the University College, Dar es Salaam, Tanzania.

The expansion will be aided by a $700,000 loan from the Agency for International Development. The AID loan is repayable in dollars over 40 years.

U.S. participation in various joint ventures and licensing projects sought by 23 Iranian firms

Proposals sparked by recent U.S. Trade Mission to Iran include opportunities covering a wide range of industries

A number of proposals, originally initiated by the recent U.S. Agricultural and Industrial Development Mission to Iran, indicate a continuing interest by Iranian businessmen in obtaining U.S. participation in various joint ventures and licensing projects.

The 23 diverse opportunities include joint ventures to establish a meat canning operation, to manufacture pressboard panels, and and to produce electric generators. Licenses for printing and dyeing woolen goods, and manufacturing a line of automotive filters are also sought by Iranian concerns.

U.S. firms interested in following up one or more of these opportunities are requested to show the Interview Report (IR) number on any correspondence with a foreign firm or with the Bureau of International Commerce. The identifying number is listed immediately after the address of the foreign firm.

0110 Commercial farms

An importer of construction materials seeks a joint venture with a U.S. firm to develop 5,000 acres of agricultural land for the production of sugar beets, alfalfa, cattle and sheep.

Write: Issa Behzadi Agricultural Organization, Firouzabad, Khalkhal, Azarbayejan, Iran. IR 48. WTD.

An Iranian entrepreneur, who reportedly owns approximately 1,000 acres of land in Sirjan, a town in southern Iran, seeks a joint venture with an experienced U.S. firm to grow pistachio nuts and raise cattle. A U.S. company is asked for technical know-how and capital.

Write: Ali-Akbar Ostovar, No. 21, Day Ave., Maidan Kakh, Tehran, Iran. IR 32. WTD.

0132 Dairy farms

A newly established Tehran firm seeks a joint venture to establish a dairy farm. According to the company, it has acquired the necessary land.

Write: A. F. Momtaz, Bozorgmehr Kayvan, 21, Tehran, Iran. IR 16. WTD.

1411 Stone quarrying

A newly established Tehran company seeks a joint venture with an experienced U.S. firm to develop marble deposits in Iran. The company has received a license from the Iranian Ministry of Economy to develop the deposits.

Write: Takht Cook Co., Zahed Ave. No. 25, Tehran, Iran. IR 58. WTD.

1493 Mica mining

A Tehran firm, engaged in the importing of waterproof cotton duck, chemicals and imitation fiberboard seeks a joint venture with a U.S. firm to exploit a mica deposit in Iran.

Write: Hafez Trading Co., Seraye Rashty, Tehran, Iran. IR 47. WTD.

1600 Construction

A Tehran construction firm proposes a joint venture with an experienced U.S. construction company.

The company, established in 1947, builds bridges and roads and engages in general contracting work. The firm is reported to have completed several construction projects for the Iranian Government.

The owners of the company also own and manage another construction firm which is engaged in lead exploitation and a concern which is interested in the development of chromite ores.

Write: Salman Co., Ltd., Asgharzadeh Co., 186 Pahlavi Ave., Tehran, Iran. IR 66. WTD.

2000 Food products

A newly established Tehran trading company seeks a joint venture to grow, process and package nuts.

The company is also interested in producing sugar. Technical know-how and equipment is requested of a U.S. firm.

Write: Kerman Trading Co. Ltd., 95 Ave. Iranshahr, Chahar Rah Soraya Kucheh Zahir, Tehran, Iran. IR 54. WTD.

2013 Canned meats

A processor and canner of marmalade, jellies, pickles and juices seeks a joint venture with an experienced U.S. meat packing firm to can meat and poultry.

The Iranian firm states its present lines are seasonal in nature and it wishes to expand operations to function on a continuous basis. Production is running around 3,000 cans daily. Maximum daily capacity is 10,000 cans.

Established in 1963, the Tehran firm has approximately 60 employees.

Write: ATCO Co., Serahe Zarabkhaneh, Kh. 10 Meti, Tehran, Iran. IR 119. WTD.

2099 Food preparations

2851 Varnishes

An Iranian manufacturer of a complete line of alcoholic beverages, pure ethyl, and industrial denatured achohol seeks a joint venture to make varnishes, grape juice base, and yeast. A U.S. company is asked to supply technical assistance.

Established in 1928, the firm has approximately 65 employees and reports annual sales of $1.6 million. It has a licensing arrangement with a British distillery.

Write: Iran Beverages Co., 433 Naderi Ave., Tehran, Iran. IR 98a. WTD.

2230 Textile mill

A leading Tehran textile manufacturer seeks a licensing arrangement with a U.S. company to print and dye worsted woolen goods and to produce synthetic textiles.

The company is also interested in a joint venture with a U.S. firm willing to provide capital and technical know-how.

Established in 1959, the Tehran firm is engaged in the spinning, weaving and finishing of worsted and woolen materials, silk, cotton and synthetic fabrics. It claims to have an annual production capacity of 850,000 yards of worsted and woolen materials and 4 million meters of silk, cotton and synthetic fabrics. The company has about 1,000 employees and claims an annual volume of $8 million.

Write: S. S. K. Moghadam Co., Ltd., 87 Shah Ave., Tehran, Iran. IR 79. WTD.

2260 Textile finishing mill

A Tehran importer of textiles seeks a joint venture with a U.S. firm to establish a textile finishing mill.

The Iranian businessman now has 4 employees.

Write: Mohammed Hassanalizaden. Seraye Bouali 79/80, Tehran, Iran. IR 82. WTD.

2430 Pressboard panels

A joint venture with an experienced U.S. manufacturer to make pressboard panels from wood waste is sought by a medium sized match manufacturer.

A U.S. firm is requested to supply necessary machinery and equipment valued at $300,000.

The Iranian company, using locally grown poplar wood in its current production process has about 60% waste, which it seeks to utilize in pressboard panel production.

The firm is adding space to its manufacturing facilities located in Tabriz. Established in 1962, the firm has approximately 180 employees and annual sales of $800,000.

The owners of the firm are said to also own and manage a leather manufacturing company with yearly sales of around $3 million.

Write: Sherkate Sehami Kebrit Tabriz,

Inc., Sadaghiani Bldg., Bazar Kaffashan, Tehran, Iran. IR 45. WTD.

3221 Glass containers

A joint venture to establish a bottle manufacturing plant is proposed by a Tehran producer of alcoholic beverages and denatured alcohol.

A U.S. company is asked for an undisclosed financial contribution, plus technical know-how in return for equity.

The Iranian company imports required bottles and caps from the U.S. and western Europe. Its plant, occupying approximately 14,000 square yards, is located 25 miles from Tehran. The company has about 65 employees and claims annual sales of $1.6 million.

Write: Iran Beverages Co., 433 Naderi Ave., Tehran, Iran. IR 98b. WTD.

3357 Electrical cable

A Tehran importer and installer of communication equipment and telephone networks seeks a joint venture with an experienced U.S. company to produce 10,000 tons of electrical cable annually.

A U.S. participant is asked to furnish technical know-how and equipment.

Write: Iran Electrical & Engineering Co., Azimi Bldg., Ferdowsi Square, Tehran, Iran. IR 95. WTD.

3433 Gas cooking grills

A license or joint venture to manufacture gas cooking grills is sought by a producer of electric grills, carpet sweepers and small transformers for fluorescent lamps.

A U.S. participant is requested to supply technical know-how, management expertise and an undetermined amount of capital.

Established in 1965, the Tehran firm has about 70 employees and annual sales of $160,000. It claims annual production of 30,000 carpet sweepers, 3,000 electric grills and 3,000 transformers which are marketed through numerous dealers.

Write: Nepto Electrical & Industrial Co., Shah Reza Ave., Picheshemran, No. 849, Tehran, Iran. IR 14. WTD.

3443 Gas cylinders

A manufacturer of domestic gas ranges and appliances seeks a joint venture to produce refillable gas cylinders with a 25 lb. capacity for storing butane and propane gas.

The Iranian firm states it has an annual production of 6,000 gas ranges and has 50 employees on the payroll. Its products are marketed in Iran through a number of sales agencies.

Write: Sherkate Sahami Loabe Iran, Seraye Razi, Tehran, Iran. IR 77. WTD.

3481 Wire rope

Established in 1965, a Tehran importer of industrial and agricultural equipment seeks a joint venture to establish a wire rope manufacturing facility. The Iranian firm claims annual demand for the product will approximate 1500 tons, principally from the oil industry.

Write: International Agencies Iran Ltd., 102 Ave. General Zahedi, Tehran, Iran. IR 12. WTD.

3585 Evaporative coolers

A license to produce residential type evaporative coolers is sought by a Tehran manufacturer of domestic gas ranges and appliances.

Established in 1957, the Iranian company claims to produce about 6,000 gas ranges annually. Its manufacturing facilities are located a few miles from Tehran and occupy a 19,000 square yard site.

Write: Sherkate Sahami Loabe Iran, Seraye Razi, Tehran, Iran. IR 81. WTD.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $2 each from the U.S. Department of Commerce, Bureau of International Commerce (BIC-916), Rm. 6323, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing U.S. Department of Commerce, BIC-878, Rm. 1520, Washington, D.C. 20230.

3620 Electrical industrial equipment

A license or joint venture arrangement with a U.S. firm to produce electric generators, transformers and rectifiers is sought by a Tehran firm which manufactures welding electrodes under a license from a Swiss concern.

Established in 1960, the company has 75 employees and annual sales of about $1.2 million. The company, which recently began wire drawing, markets its products through distributors on a wholesale basis.

Write: AMA Electrode Mfg. Co. Ltd., P.O. Box 2973, Tehran, Iran. IR 62. WTD.

3641 Vapor lamps

A license to manufacture mercury vapor lamps is sought by a Tehran manufacturer and wholesaler of signs and advertising materials.

Write: Jar Co. Ltd., Roosevelt Ave., Jar Bldg., Tehran, Iran. IR 68. WTD.

3713 Bus bodies

A joint venture or licensing arrangement with an experienced U.S. bus manufacturer to initially assemble and eventually manufacture buses is sought by a Tehran firm engaged in the partial manufacture and assembly of buses under West German license from chassis, motors and other components imported from Germany and England.

The firm, established in 1963, claims it assembles about 340 buses annually. Its facilities are located in an industrial area just outside of Tehran. The company has about 28 employees.

Write: Pars Lux Factories Corp., P.O. Box 1569, Mazanderan Rd., Tehran, Iran. IR 65. WTD.

3714 Automobile filters

A joint venture or licensing arrangement with an experienced U.S. filter manufacturer is proposed by a producer of oil, gas and air filters for automobiles. A U.S. company is asked for capital and technical assistance.

The Iranian company claims to produce about 1,000 filters daily. It has about 25 employees and its owner has had several years experience in the filter business.

Write: M. M. E. Filter Manufacturing Co., 73 Passage Sedghi Nejad, Nazemolateba, Tehran, Iran. IR 83. WTD.

3964 Zippers

A joint venture to produce zipper-type slide fasteners and components is sought by a medium sized zipper manufacturer.

Technical assistance and machinery is requested of a U.S. participant in return for equity.

The Iranian firm's plant is located outside of Tehran and yearly production is approximately 2 million meters. The company claims annual sales of $400,000 and has about 65 employees. It markets its zippers throughout Iran and exports part of its production to Pakistan.

Write: Iran Zipper Industries Ltd., West Bouzarjomehri, Gorji Bldg., P.O. Box 1551, Tehran, Iran. IR 63. WTD.

KNIT OUTERWEAR AND UNDERWEAR

A Belgian manufacturer of knit underwear, pajamas and wearing apparel for men, women, and children seeks licenses from U.S. firms to make knit outerwear and underwear.

The concern is interested in expanding its export activities and wants new products to add to its production program. It currently uses synthetic, woolen, cotton and rayon thread. The firm has modern machinery and equipment and approximately 300 employees.

The major portion of the firm's output is exported to the Netherlands, United Kingdom, Germany and France.

Write: Etablissements Cantaert, 34 Grensstraat, Zottegem, Belgium. Attn: Mr. Jacques Cantaert. WTD.

Libyan landowner seeks arrangement to develop farms

A prominent Libyan landowner seeks to develop his agricultural properties through a collaborative arrangement with an experienced U.S. agricultural corporation. The U.S. company would be given responsibility for the development and management of the land, plus the handling of all necessary marketing and distribution functions.

The Libyan principal is particularly interested in establishing a modern, scientific livestock feeding operation and a modern poultry farm, in addition to raising grain, fruit and vegetables. He owns two plots of land which he wishes to see developed utilizing U.S. agricultural techniques, a 1700 acre farm located at Garabuli, about 40 miles from Tripoli, and a farm just outside Tripoli which approximates 197 acres.

Both of these properties are now planted in olive trees, almonds, grapes, eucalyptus, oranges and dates. However, the Libyan owner is dissatisfied with the productivity and the low rate of return he is receiving from his investment in the two properties which he feels is due to inefficient management of the farms and marketing of produce. He claims that there is a sufficient water supply and that the land is fertile, although it could probably be improved through the scientific application of fertilizers.

U.S. agricultural firms interested in obtaining additional information about this opportunity should **write:** Mr. Khalid Abu Walid Al-Gargani, Sidi Misri, Libya.

Indian firm seeks aid to diversify and expand its range of machinery

A Bombay manufacturer of special purpose machinery for the tire, chemical, pharmaceutical and petroleum industries seeks a technical arrangement with an experienced U.S. firm in order to expand and diversify its current range of machinery.

The Indian company proposes to undertake three new production projects: The manufacture of special purpose condensers and heat exchangers required for chemical and fertilizer plants with carbon, stainless steel, monel and rubber linings; such materials handling equipment as rubber belt conveyors, gravity conveyors and bucket elevators; and air and hydraulic cylinders and valves.

In addition to technical know-how, the Bombay firm may require an undetermined capital contribution from a U.S. participant. This would be used toward the financing of imported machinery and equipment. Total cost of the project is estimated at $250,000.

The Bombay company claims its current plant is large enough to accommodate an expansion program, and necessary raw materials are attainable in India. Such facilities as water, electric power and transportation are also available at the present site. Both skilled and unskilled labor are accessible from the surrounding area.

Write: S. C. Brothers (SCB), Western Express Highway, Post Bag No. 7535, Goregaon East, Bombay 62, India. WTD★

Australian seeks license to produce, distribute perfumes and cosmetics

A Sydney manufacturer and wholesaler of men's and women's cosmetics seeks a license or similar arrangement to produce and distribute perfumes and cosmetic accessories for men and women in Australia.

According to the Australian company, its staff is fully qualified to formulate and manufacture cosmetic products, and it has considerable experience in merchandising cosmetics. It has successfully established new products on the Australian market.

In the event the collaborative arrangement took the form of a joint venture, the U.S. partner would be asked to sell containers, usually bottles, to the Sydney firm at an agreed upon per unit cost in return for a share in the venture.

To obtain further information regarding this proposal, interested firms should **write:** Taylor-French Pty. Ltd., 369a Pitt St., Sydney, N.S.W., Australia. WTD.

RUBBER AND PLASTIC PRODUCTS

A French firm, specializing in the manufacture of plastic and rubber articles and automobile fittings seeks a license to make injected and molded plastic or rubber products.

Established in 1960, the company has 39 employees and 4 traveling salesmen.

Write: The Societe Generale de Caoutchouc et Plastique S.A., 13 rue du Dr. Nivet, 63-Clermont-Ferrand, France. WTD.

Brazilian agricultural machinery producer seeks arrangement

Manufacturer requests licensing, joint venture with U.S. company

A Brazilian manufacturer of such agricultural implements and machinery as corn shellers, feed grinders and crushers and feed mixers seeks to expand production through a licensing and joint venture arrangement with a U.S. producer of related agricultural equipment.

The Brazilian firm is interested in introducing new types of agricultural machinery including corn shellers, feed grinders and crushers and feed mixers which can be coupled to tractors or stationary engines.

A U.S. firm is asked for an investment of approximately $100,000.

Manufacturing facilities of the Brazilian company are located in Bauru, a city about 120 miles from Sao Paulo. Bauru is an important railway junction and is well served by paved highways.

New plant to be built

The plant has a covered area of approximately 2,000 square yards, but the firm has purchased a site somewhat larger than a city block for the construction of a new plant. The Brazilian firm's manufacturing machinery is said to be adequate. Necessary raw materials with the exception of certain bearings are available in Brazil.

The Bauru concern has approximately 27 employees and a 4-man sales force operating in 12 states. The firm's present line of products are sold both to retailers and directly to users.

U.S. firms interested in exploring this opportunity may wish to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits.

Copy of decree available

A copy of the law in English is available at no charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

To obtain additional information about this opportunity **write:** Equipo S.A. Maquinas e Materiais, Rua Rio Branco 3-61, Bauru, SP, Brazil. Att: Mr. Roberto Canedo. WTD.

World Trade Opportunities

Documents may be seen on Stage III of Koyna project

A set of specimen tender documents is available for review only (not for loan) on India's Boladwadi Dam and Powerhouse, a part of Stage III of the Koyna Hydroelectric Project. Interested construction or civil engineering representatives may review these documents and drawings in the U.S. Department of Commerce, Building Materials & Construction Industries Division of BDSA, Rm. 4014, Washington, D.C. (INTERNATIONAL COMMERCE, Sept. 26, p. 22).

Bids are to be received by the Chief Engineer, Koyna Hydroelectric Project, Post Office Koyna, Via Karad, District Satara, Maharashtra State by 4 p.m., Oct. 21.

Iraq extends bid deadline

The Republic of Iraq's Ministry of Works & Housing has again extended the deadline for interested firms to bid on the Third Phase Construction of Baghdad University, Contract No. 3, from Oct. 11 to 12 noon, Dec. 13. (INTERNATIONAL COMMERCE, Aug. 29, p. 40).

Specifications and tender documents are available for examination in the office of the consultants, Architects Collaborative International, 63 Brattle St., Cambridge, Mass. 02108. Documents can be purchased from the consultants upon payment of U.S. $896.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0811.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-4321.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6181.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-3925.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 309 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 599777.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 226-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2611, 911 Walnut St. Area Code 816 Tel. FI 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 343 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 920 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action is completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

012 Fruit, tree nuts, vegetable farms

THAILAND—All kinds of seeds. Requests catalogs, samples, c.i.f. prices. Direct purchase and agency. Bangkok Agricultural Chemicals R.OP. (importer, wholesaler, retailer), 23 Chakrapetch Rd., Bangkok. WTD 9/1/66.

149 Nonmetallic minerals

THAILAND—Annual requirement of 2 tons of perlite, used for color filtration of white canned sugar in manufacture of canned sweetened condensed milk. Requests c.i.f. prices. The Thai Milk Products Co. Ltd. (manufacturer), 103-107 Trai Mitr Rd., Bangkok. WTD 9/6/66.

121 Bituminous coal

● **CEYLON**—165,000 tons best selected grade locomotive coal for delivery during the period Dec. 1 to Nov. 30, 1967. Tender No. 266, bid deadline Oct. 26. Tender forms and specifications may be obtained by writing to the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D. C. 20008.★ (Telephone: 202-WO 7-2421).

201 Meat products

MALAWI—Canned sausages, bologna, hotdogs, wursts, hamburgers, etc., suitable for supermarket display. Quote c.i.f. Beira, £ sterling. Requests samples or labels. Blantyre-Limbe Co-operative Society Ltd., (cooperative

supermarket), P.O. Box 519, Blantyre. WTD 7/22/66.

Meat, canned or other; beef, pork, mutton, etc.; tropical packaging, for supermarkets. Quote c.i.f. Beira port, £ sterling. Requests samples or labels. Blantyre-Limbe Co-operative Society Ltd. (cooperative supermarket), P.O. Box 519, Blantyre. (Mdima Rd., Limbe: street address only). WTD 7/22/66.

202 Dairy products

MALAWI—Dairy products suitable for supermarket sales. Tropical packing. Quote c.i.f. prices Beira. £ sterling. Requests samples or labels. Blantyre-Limbe Co-operative Society Ltd. (cooperative supermarket), P.O. Box 519, Blantyre. WTD 7/22/66.

PAKISTAN—Milk powder. Requests quotations c. & f. Karachi. S. Wahiduddin (importer), 28 Lakshmi Bldg., Bunder Rd., Karachi. WTD in preparation.

203 Canning, preserving foods

AUSTRALIA—Cherries, including morello type, pitted, in syrup, cans or jars, both consumer and bulk packs. Direct purchase and agency. Martin Brothers Importers Pty. Ltd. (importer, wholesaler), 525 Crown St., Surry Hills, Sydney, N.S.W. WTD 8/16/66.

FRANCE—Quick-frozen fish, fish fillets; lobsters, shrimps, crab meat, and other seafood specialties, including shell-fish. Products prepared and packed at low temperature, in appropriate packages or containers, to frozen food retail dealers, super-markets, hotels, restaurants, institutions, etc. Also quick-frozen vegetable specialties. Direct purchase and agency. Geladour (importer, wholesaler), 6 Rue Aristide-Briand; 64- Bayonne, Basses-Pyrenees. WTD 9/19/66.

MALAWI—Canned, packet, visible-packaging fruits, vegetables, sea foods, pickles, relishes, and sauces; include U.S. specialties; mainly 1 lb. 2 lb., 4 lb. sizes. Quote c.i.f. Beira £ sterling. Requests samples and/or labels. Blantyre-Limbe Co-operative Society Ltd. (cooperative supermarkets), P.O. Box 519, Blantyre. WTD 7/22/66.

SWEDEN—Alaska king crab meat, cooked frozen. Direct purchase and agency. Elof Hansson (agent, importer), P.O. Box 183, Goteborg 1. WTD 2/18/66.

204 Grain mill products

MALAWI—Pre-packed flour, rice, breakfast cereals for supermarkets; tropical packs; mainly 1 lb., 2 lb., 4 lb. sizes. Quote c.i.f. prices Beira, in £ sterling. Samples or labels requested. Blantyre-Limbe Co-operative Society Ltd. (cooperative supermarkets), P.O. Box 519, Blantyre. WTD 7/22/66.

TOGO—Wheat flour, rice. Requests price quotations. Emmanuel Yao Augustt & Sons (importers), c/o Togbui Apetor II, Palime. WTD in preparation.

205 Bakery products

MALAWI—Cookies, crackers, savoury and salted cheese cookies; tropical packing for supermarkets. Quote c.i.f. prices Beira, £ sterling. Requests samples and labels. Blantyre-Limbe Co-operative Society Ltd. (cooperative supermarkets), P.O. Box 519, Blantyre. WTD 7/22/66.

207 Confectionery, related products

MALAWI—Variety candy bars, chewing gum, sweet confections. Quote c.i.f. prices Beira, £ sterling. Samples appreciated. Blantyre-Limbe Co-operative Society Ltd. (cooperative supermarkets), P.O. Box 519, Blantyre. WTD 7/22/66.

208 Beverage industries

MALAWI—American spirits: Bourbon whiskey, rum, etc., American beer in cans. Quote c.i.f. prices Beira £ sterling. Samples or full color brochures appreciated. Blantyre-Limbe Co-operative Society Ltd. (cooperative supermarkets), P.O. Box 519, Blantyre. WTD 7/22/66.

209 Food preparations

AUSTRALIA—Soybean, grape seeds, ground nuts and crude safflower oils. Direct purchase and agency. Victorian Edible Oil Producers Pty. Ltd. (importer, manufacturer), 3 Donaldson St., Port Melbourne, Victoria. WTD 5/6/66.

213 Tobacco

THAILAND—Maple flavoring material for use in treating tobacco. Samples and c.i.f. prices requested. Dhonburi Glory Ltd. Part. (importer), 910 Tak Sin Rd., Buckalo, Dhonburi. WTD 8/5/66.

220 Textile mill products

AUSTRALIA—Upholstery and furnishing fabrics of wool, manmade fibers, silk, cotton. Direct purchase and agency. Jacka-Wortley Fabrics Pty. Ltd. (importer, wholesaler), 157 Pelham St., Carlton, Victoria. WTD 9/9/66.

SWEDEN—Home furnishing textiles for draperies and curtains. A. E. Sorensen AB (wholesaler), 21 Ostergatan, Malmo 1. WTD 9/13/66.

Medium priced fabrics of all kinds including glass fiber and laminated fabrics for lamp shades. Direct purchase and agency. AB Aneta Belysningsarmatur, (manufacturer, agent), Box 3067, Vaxjo. WTD 8/31/66.

221 Broad woven fabric mills, cotton

THAILAND—Diapers, other related products for babies. Complete catalogs, quotations, pertinent details requested. Direct purchase and agency. Khazan Singh Awtar Singh (Jaspal Store), (importer, distributor), 324 Phahurat Rd., Bangkok. WTD 6/18/65.

222 Broad woven fabric mills, manmade fiber, silk

FINLAND—Fabrics for manufacture of swim wear. Desires samples, prices, terms. Lankateollisuus Oy (manufacturer), Uudenmaankatu 33, Helsinki 12. WTD 9/12/66.

GERMANY—Silk for cocktail and wedding dresses. Requests price quotations c.i.f. Hamburg. Ronner & Pill (manufacturer, exporter), 96 Bismarckstrasse, 4 Duesseldorf. WTD 9/16/66.

224 Narrow fabrics, other smallwares mills

AUSTRALIA—Braids and trimmings in all fabrics. Direct purchase and agency. Sehlbach & Whiting (Aust.) Pty. Ltd. (importers, wholesalers), 175 Flinders Lane, Melbourne, Victoria. WTD 8/12/66.

225 Knitting mills, products

AUSTRIA—Knitwear for men, women, children. Direct purchase and agency. Nedwid & Co. (importer, wholesaler), Mariahilferstrasse 85-87, A-1061 Vienna. WTD 9/13/66.

THAILAND—Men's nylon hosiery. Requests catalogs, price lists, samples. Direct purchase and agency. Khazan Singh Awtar Singh (Jaspal Store) (importer, distributor), 324 Phahurat Rd., Bangkok. WTD 6/18/65.

226 Dyeing, finishing textiles

AUSTRALIA—Water-repellent fabrics for manufacture of clothing. Direct purchase and agency. Atlanta Textile Co. Pty. Ltd. (importer, manufacturer), 14 Woolacott St., Coburg, Victoria. WTD 5/6/66.

228 Yarn, thread mills

SWEDEN—Yarns, all kinds. Direct purchase and agency. P. A. Enhorning & Co. (agent), Norrkoping. WTD 9/14/66.

229 Textile goods

SPAIN—Pieces of manmade fiber fabrics. Nilo Garrachon Villameriel (manufacturer, importer, wholesaler), Robreno, 53, Barcelona 14. WTD 8/12/66.

SWEDEN—Artificial leather for boot, shoe, luggage manufacture. Direct purchase and agency. AB Rud. Nystrom & Co. (agent), Herrljungagatan 5, Boras. WTD 9/19/66.

230 Apparel

AUSTRIA—Sports and leisure apparel; no staple items. Direct purchase and agency. Sporthaus Franz Dusika (importer, wholesaler, retailer, manufacturer's representative), Fasangasse 26-32, A-1030 Vienna. WTD 9/14/66.

231 Men's, youths', boys' suits, coats, overcoats

SOUTH AFRICA—Men's suits, coats, overcoats. Direct purchase and agency. Swanks Mans Shop (importer, retailer), P.O. Box 2486, Johannesburg. WTD 9/7/66.

232 Men's, youths', boys' furnishings

GERMANY—Children's pants and pullovers, knit or woven; children's swimwear. Hans Braun K.G. (manufacturer, importer, exporter, wholesaler), 7332 Eislingen/Fils, Salacher Strasse 90-92. WTD 9/8/66.

SOUTH AFRICA—Men's underwear; men's shirts, all types; men's trousers. Direct purchase and agency. Swanks Mans Shop (importer, retailer), P.O. Box 2486, Johannesburg. WTD 9/7/66.

THAILAND—Undergarments and hosiery for men, boys. Catalogs and c.i.f. prices requested.

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FIRM NAME *(Export representative)*	

Khazan Singh Awtar Singh (Jaspal Store) (importer, wholesaler), 324 Phahurat Rd., Bangkok. WTD 6/18/65.

234 Women's, misses', children's, infants' under garments

GERMANY—Children's and infants' nightwear. Hans Braun K.G. (manufacturer, importer, exporter, wholesaler), 7332 Eislingen/Fils, Salacher Strasse 90-92. WTD 9/8/66.

SOUTH AFRICA—Infants' underwear and nightwear. Direct purchase and agency. Monica Novelty Co. (Pty.) Ltd. (importer, wholesaler), P.O. Box 4477, Johannesburg. WTD 9/7/66.

THAILAND—Women's under garments. Catalogs and c.i.f. prices requested. Khazan Singh Awtar Singh (Jaspal Store) (importer, wholesaler), 324 Phahurat Rd., Bangkok. WTD 6/18/66.

236 Girls', children's, infants' outerwear

SOUTH AFRICA—Infants' dresses, coats, suits, related apparel. Direct purchase and agency. Monica Novelty Co. (Pty.) Ltd. (importer, wholesaler), P.O. Box 4477, Johannesburg. WTD 9/7/66.

238 Apparel, accessories

SOUTH AFRICA—Men's apparel belts, all types. Direct purchase and agency. Swanks Mans Shop (importer, retailer), P.O. Box 2486, Johannesburg. WTD 9/7/66.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

239 Fabricated textile products

● **ARGENTINA**—Supply parachutes and spares. Tender Nos. 51327066527 and 513270-66528, bid deadline Oct. 24. See conditions at the Argentine Aeronautical Military Mission, 12 West 56th St., 4th Floor (P.O. Box 208—Radio City Station) New York, N.Y. 10019.

SOUTH AFRICA—Dress trimmings, laces, braids, appliques. Direct purchase and agency. Monica Novelty Co. (Pty) Ltd. (importer, wholesaler), P.O. Box 4477, Johannesburg. WTD 9/7/66.

THAILAND—Finished shower curtains of plastic and shower curtain materials by the yard. Requests c.i.f. prices. Khazan Singh Awtar Singh (Jaspal Store) (importer, wholesaler), 324 Phahurat Rd., Bangkok. WTD 6/18/65.

249 Wood products

CANADA—Ash dowels, hickory billets to make axe handles, picks, sledges, hammers, etc. Oscar Garant Inc. (manufacturer), St. Francois, Montmagny county, Province of Quebec. WTD 9/21/66.

262 Paper mills, products

● **IRAN**—150 tons white paper, packed in reams of 250 sheets each; 80 grams/sq. m. Tender No. 58355, bid deadline Dec. 10. The Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

264 Converted paper, paperboard products

AUSTRIA—Novelty paper and paperboard products to be sold through stationery, office, school supply stores. "Ku-Ba" Kurt Bauer (importer, wholesaler, manufacturer's representative), Landskrongasse 5, A-1010 Vienna. WTD 9/14/66.

Tear-proof envelopes for mailing of documents, etc., mailing bags and boxes with affixed address cards, and related products. Direct purchase and agency. Minitek, Feinmechanische Produkte (importer, exporter, manufacturer), Draschestrasse 88, A-1232 Vienna. WTD 9/21/66.

FRANCE—Paper and paper products of all categories (wrapping, thin, writing, and others) suitable for converting and commercial and industrial applications, including basic paper products (kraft, bleached and unbleached); paper and cardboard specialties, including paper bags. Requests replies in French. Direct purchase and agency. Grenouilleau-Landais (manufacturer, converter, wholesaler), 15-18 Rue Dom-Devienne; 33-Bordeaux, Gironde. WTD 9/15/66.

273 Books

THAILAND—Full range of books in English. Requests c.i.f. prices. The Pramuan Sarn Book Center (importer, wholesaler, retailer), Chalerm Khetr Bldg., Bangkok. WTD 9/1/66.

281 Industrial chemicals

BRAZIL—Aniline dyes for paper, textile industries. Direct purchase and agency. Interport Mercantil Ltda. (importer, agent), Rua Bela Cintra 506, Sao Paulo. WTD 8/30/66.

● **BURMA**—Laboratory and high purity chemicals, 84 different items. A complete list will be furnished upon request. Unit and total prices to be quoted separately on f.o.b. and c. & f. Rangoon, in pounds sterling. Tender No. 7810/MDC-MC-47(66-67), bid deadline Oct. 31. The Director General, Procurement, Mineral Development Corp., No. 243/251 36th, Rangoon, Burma.★ (Telephone: 202-WO 7-2008).

● **KOREA**—Sodium carbonate, 394 metric tons, minimum Na_2CO_3 content 98%, maximum NaCl content 0.5%, maximum Fe_2CO_3 content 0.01%, and maximum water insoluble content 0.2%; borax (sodium tetraborate), 27 metric tons, $Na_2B_4O_7$, $10H_2O$ 99% minimum; ammonium nitrate, 14 metric tons, technical grade, 99.5% pure, less than 1.5% Cl_2; ion exchange resin (cation), 300 liters, strong acid characteristic, 0.3-1.2 mm(k) grain size, maximum operating temperature 115°C, PH range 0-12, exchange capacity (g Ca 0/1) 40-45, exchange capacity (equiv/1) 1.4-1.6, moisture content 40-50%. Unit and total prices to be quoted separately on f.a.s., c. & f. and c.i.f. basis. Invitation No. KFX-6166-N, bid deadline Oct. 20. Office of Supply, Government of the Republic of Korea, Seoul, Korea.★ (Telephone: 202-WO 7-2008).

PAKISTAN—Tatra-kelorothene chemical. Requests quotations c. & f. Karachi. Direct purchase and agency. Haji Maula Bux Nabi Bux (importer), 15/B Ferozpurawala Chambers, Bunder Rd., P.O. Box 4288, Karachi 2. WTD in preparation.

THAILAND—Sulphur, annual requirements of 8,000 tons plus. Teck Heng Co. Ltd. (importer, exporter, wholesaler), 215-217 Rajawongse Rd., Bangkok. WTD 8/17/65.

Activated carbon and sterilized seeding lactose, used for color filtration of white canned sugar in manufacture of canned sweetened condensed milk. Annual requirement of 27 tons and 3 tons respectively. Samples and quotations requested. The Thai Milk Products Co. Ltd. (manufacturer), 103-107 Trai Mitr Rd., Bangkok. WTD 9/6/66.

Menthol and industrial glycerine, used in cigarette manufacture, U.S.P. Standard or B.P. Standard. Requests c.i.f. prices. Dhonburi Glory Ltd. Part. (importer), Taksin Rd., Buckalo, Thonburi. WTD 8/5/66.

Urea 46%, potassium phosphate dibasic, magnesium sulphate, sulphide sodium, sodium carbonate, caustic soda (only solid 98% up), defoamer, etc. for the manufacture of monosodium glutamate (food flavoring). Safa Provision Industries Co. Ltd. (manufacturer), P.O. Box 1671, Bangkok. WTD 9/2/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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282 Synthetic materials

AUSTRIA—Polyethylene (also off-grades), PVC, polystyrene. Direct purchase and agency. Dr. Ing. Ludwig Schoen, Fabrik chemischer Produkte (importer, wholesaler, agent, manufacturer), Stubenring 4, A-1010 Vienna. WTD in preparation.

GERMANY—Nylon thread for shoe repair work, miracle one color, size E, 8 oz. per kops. Price quotations c.i.f. Hamburg. Fr. Schwalfenberg (wholesaler), 29 Gutenbergstrasse, 43 Essen/Ruhr. WTD 9/13/66.

283 Drugs

ITALY—Culture media and raw materials for pharmaceutical industry. Direct purchase and agency. Biolife Italiana (importer, exporter), Piazza S. Erasmo 7, Milan. WTD 3/31/66.

THAILAND—Vitamin A, B_1, and D_3, for use in the manufacture of canned sweetened condensed milk, annual requirement of 198, 132, and 27 lb. respectively. Samples and quotations requested. The Thai Milk Products Co. Ltd. (manufacturer), 103-107 Trai Mitr Rd., Bangkok. WTD 9/6/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

MALAWI—Domestic soaps and detergents, toilet preparations, household polishes and

cleaning items. Quote c.i.f. prices Beira, £ sterling. Samples appreciated. Blantyre-Limbe Co-operative Society Ltd. (cooperative supermarkets), P.O. Box 519, Blantyre. WTD 7/22/66.

THAILAND—Chemicals for manufacture of dental cream, powder shampoo, other toilet articles. Standard Chemicals (Thailand) Co., Ltd. (manufacturer), 56-58 Rajawongse Rd., Bangkok. WTD 9/2/66.

Air refreshing material in pressure cans. Catalogs and c.i.f. prices requested. Bangkok Novelty Co. Ltd. (importer, wholesaler, government contractors), 181-185 Jawarad Rd., P.O. Box 352, Bangkok. WTD 9/29/65.

Glycerol monostearate, used in manufacture of canned sweetened condensed milk, annual requirement 5 tons. Requires samples and quotations. The Thai Milk Products Co. Ltd. (manufacturer), 103-107 Trai Mitr Rd., Bangkok. WTD 9/6/66.

285 Paints, varnishes, lacquers, enamels

THAILAND—Paints of all kinds. Requests c.i.f. prices and catalogs. Direct purchase and agency. Buan Hong Seng Ltd. Part. (importer, wholesaler), 97 Lan Luang Rd., Bangkok. WTD 5/10/65.

SWITZERLAND—Transparent, abrasion-resistant varnish which may be used with plastics of acrylic origin. Sadrag (manufacturer), P.O. Box 4633, Laufelfingen, Baselland. WTD 8/8/66.

287 Agricultural chemicals

MALAWI—Mosquito, roach, fly repellants, spray "aerosol" type, for domestic uses. Quote c.i.f. Beira prices, £ sterling. Samples requested. Blantyre-Limbe Co-operative Society Ltd. (cooperative supermarkets), P.O. Box 519, Blantyre. WTD 7/22/66.

THAILAND—All kinds of agricultural chemicals. Direct purchase and agency. Bangkok Agricultural Chemicals R.O.P. (importer, wholesaler, retailer), 23 Chakrapetch Rd., Bangkok. WTD 9/1/66.

289 Chemical products

THAILAND—Dynosol, phenolic powder resin glue, water-boil-proof type, used in plywood industry. Requests c.i.f. Bangkok price. Vira Phun Ltd. Part. (importer, indent agent), 195½ Vorachak Rd., P.O. Box 521, Bangkok. WTD in preparation.

295 Paving, roofing materials

● **BURMA**—Total 24,000 L.T. straight asphalt for road construction, surfaces and grouting: Grade 80/100-22,000 L.T.; Grade 30/40-2,000 L.T. Tender No. 125/CONST/PWC/66-67, bid deadline 4 p.m. Oct. 31. Director of Engineers, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Dagon P.O., Rangoon. Cable: DTEWORKS, Rangoon.★ (Telephone: 202-WO 7-3601).

306 Fabricated rubber products

PHILIPPINES—Rubberized containers (similar to "U.S. rubber sealdbin 70R") to transport 1,800 tons of wood chips via tramline and raft down river to pulp and paper mill site. Average journey time of each container is 3 days (1 day by tram and 2 days by raft). Quotations, catalogue description of container, including size, volume and weight capacity desired. Hilarion M. Henares, Jr., President, Araneta Pulp & Paper Co. (manufacturer), c/o Araneta U Post Office, Rizal. WTD in preparation.

307 Plastic products

NETHERLANDS ANTILLES—Glass or plastic bottles, with caps and labels for lotions and shampoo. Quantity desired: A maximum of 5,000 bottles of one size per year. Possible total order 50,000 bottles in 10 different sizes. Curacao Commercial Co. (agency, manufacturer), Roodeweg 42, Willemstad, Curacao. WTD 3/18/66.

PHILIPPINES—Flexible plastic containers to transport 1,800 tons of wood chips via tramline and by raft down river to pulp and paper mill site. Average journey time of each container is 3 days (1-day by tram and 2 days by raft). Quotations, catalogue description of container, including size, volume and weight capacity desired. Hilarion M. Henares, Jr., President, Araneta Pulp & Paper Co. (manufacturer), c/o Araneta U Post Office, Rizal. WTD in preparation.

SOUTH AFRICA—Plastic tablecloths, soft plastic curtaining, cosmetic bags. Direct purchase and agency. Monica Novelty Co. (Pty) Ltd. (importer, wholesaler), P.O. Box 4477, Johannesburg. WTD 9/7/66.

Aquarium accessories. Direct purchase and agency. I. Lopis & Sons (Pty) Ltd. (manufacturer, importer, exporter, wholesaler), P.O. Box 4820, Johannesburg. WTD 9/7/66.

SWEDEN—Plastic laminates with copper for technical purpose (printed circuits). Direct purchase and agency. Ingeniorsfirman Daleco, B. Dalera (importer, sales agent), Drevkarlsstigen 3, Sollentuna. WTD 9/13/66.

311 Leather tanning, finishing

AUSTRIA—Split leather in any color for manufacture of workmen's gloves. Requests replies in German. Lederhaus Jakob Stranner (manufacturer), Neuer Platz 20, A-9800 Spittal a.d.Drau. WTD 9/16/66.

SWEDEN—Boot, shoe, luggage leather; soles and findings. Direct purchase and agency. AB Rud. Nystrom & Co. (agent), Herrljungagatan 5, Boras. WTD 9/19/66.

314 Footwear, except rubber

SOUTH AFRICA—Men's shoes and slippers. Direct purchase and agency. Swanks Mans Shop (importer, retailer), P.O. Box 2486, Johannesburg. WTD 9/7/66.

322 Glass, glassware

AUSTRIA—Table and kitchen glassware, giftware. Heinz Bilek (importer, wholesaler), Karl Schweighofer-Gasse 8, A-1070 Vienna. WTD 9/14/66.

SOUTH AFRICA—Laboratory glassware. Direct purchase and agency. Glassblowing Industries (Pty) Ltd. (manufacturer, importer), P.O. Box 8966, Johannesburg. WTD 9/7/66.

324 Cement, hydraulic

● **BURMA**—10,000 tons cement, ordinary portland, to B.S. 12: 1958 or equivalent in 6 ply heavy duty paper bag, 1 cwt. net each. Tender No. 126/T/CONST/PWC/66-67, bid deadline 4 p.m. Oct. 31. Bidder required to submit with tender a test report of cement and sample empty cement bag to be used. Director of Engineers, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Dagon P.O., Rangoon. Cable: DTEWORKS, Rangoon.★ (Telephone: 202-WO 7-3601).

325 Structural clay products

● **IRAN**—Refractory bricks and materials for ceiling of electric arc furnace-Type SS-180; 10 series plus 4% according to drawings and detailed specifications. Tender No. 801/45, bid deadline Dec. 13. Tender documents available from the Purchasing Dept. Iranian State Railways, Tehran, Iran, upon payment of about $4 (RIs 300) per set. Copy of specifications and conditions may be reviewed in Rm. 4228, Iron & Steel Division, Department of Commerce.

326 Pottery, related products

AUSTRIA—Table and kitchen chinaware, giftware. Heinz Bilek (importer, wholesaler), Karl Schweighofer-Gasse 8, A-1070 Vienna. WTD 9/14/66.

FRANCE—China tableware and kitchen articles, glassware, and related lines, for hotels, restaurants, institutions. Direct purchase and agency. Catalogues, price lists requested. Etablissements H. Torte & Cie. (Le Materiel Hotelier) (dealer), 29 Rue Charles-Floquet; 64- Bayonne, Basses-Pyrenees. WTD 10/25/65.

329 Abrasive, asbestos, nonmetallic mineral products

PHILIPPINES—Conductiles for hospital floors. Direct purchase and agency. J. M. Lebrun, President, The Dale Trading Corp. (importer, indentor, wholesaler, exporter, retailer), 447 Epifanio de los Santos Ave., Makati, Rizal; Box 32, Quezon City. WTD 8/12/65.

331 Steel mill products

● **CEYLON**—16,500 galvanized and corrugated sheets, conforming to British Standard Specification No. 3085; uniform width of 26″ with length ranging from 6 to 9 ft.; thickness 22 and 24 G. Tender identified as "galvanized corrugated sheets"; bid deadline Nov. 22. Department of Government Stores, P.O. Box 418, Colombo.★ (Telephone: 202-WO 7-2363).

THAILAND—Prime quality of electrolytic tinplate of the following: (a) Body: 75 lb. x 8″ x 40″; (b) End: 75 lb. x 8″ x 35″ x 32″; annual requirements of 1,008 and 864 tons respectively. Requests c.i.f. prices. The Thai Milk Products Co. Ltd. (manufacturer), 103-107 Trai Mitr Rd., Bangkok. WTD 9/6/66.

332 Iron, steel foundries

● **BURMA**—Cast iron pipes, spigots and sockets, B.S. 1211: 1958 or equivalent, for Myanma Export Import Corp., Rangoon. Total 710,000 rft. Class B, included in Orders No. 1—9 for pipes 2″ to 20″ in dia. x 10′ to 20′ or nearest measurement in length. Pipe to be centrifugally cast (Spun) and tested to a hydraulic pressure of 400 ft. of water and working pressure of 200 ft. of water, coated inside and outside, spigot ends protected; Order No. 10—11,000 rft. Class C, 8″ dia. x 16 ft. or nearest, test pressure 600 ft.; cast iron flanged pipes coated B.C. 2035: 1953 or equivalent included in Order No. 11, Class B 6″ dia. x 16′ or nearest—500 rft.; and Order No. 12, Class B 4″ dia. x 12′ or nearest—200 rft. Tender No. 121/T/CONST/PWC/66-67, bid deadline 4 p.m. Oct. 28. Director of Engineers, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Dagon P.O., Rangoon.

Cable DTEWORKS, Rangoon.★ (Telephone: 202-WO 7-3601).

● **COLOMBIA**—Cast iron tubing and accessories of various diameters. Design, manufacture and supply for water distribution system. Bid deadline Nov. 9, no tender number stated. Terms and specifications available from issuing authority upon payment of U.S. $5.50. Empresas Publicas de Medellin (semi-autonomous public utility branch of the Municipal Government), Seccion de Importaciones, Edificio Miguel de Aguinaga 607, Medellin.

333 Primary smelting, refining of nonferrous metals

GERMANY—700 tons of zinc sheets 0.75 mm to 1.5 mm thickness, 200 tons of zinc ingot, 98.5% purity annually required. Oceana-Werk Aktiengesellschaft (manufacturer), 38/50 Benzstrasse, 1 Berlin 48. WTD 9/12/66.

● **INDIA**—12 M/T of tin ingots, 99.75 purity to IS.26/1956, tender No. P/202/25/120. Bid deadline 10 a.m. (IST) Nov. 29. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi, India. Tender documents available upon payment of $1.50 in advance from the India Supply Mission (Ref. No. D/ENQ/2106) 2536 Massachusetts Ave. N.W., Washington, D.C.

334 Secondary smelting, refining, nonferrous metals

THAILAND—Liquid solder, in tubes suitable for use with metal or galvanized roofing. Prefers to contact manufacturers directly. Requests c.i.f. prices. The Kua Hua Lim Trading & Co. (importer, distributor), Burapa Palace, Bangkok. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

● **BURMA**—23,500 yards of lead pipe, to B.S.S. 602 or equivalent, ranging in diameters from ½" to 2". Tender No. 122/T/CONST/PWC/66-67, bid deadline Oct. 17. Director of Engineers, Public Works Corp., 60 Shwedagon Pagoda Rd., Dagon, P.O. Rangoon, Burma. Documents available upon request from Miscellaneous Metals & Minerals Division, BDSA, U.S. Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-2298).

THAILAND—Brass or copper screen—elongated conical slots, used in sugar refineries. Requests c.i.f. prices. Dhonburi Glory Ltd. Part. (importer), G.P.O. Box 2545, Bangkok. WTD 8/5/66.

339 Primary metal industries

THAILAND—Battery plates, for use in battery manufacture. Requests c.i.f. prices. Dhonburi Glory Ltd. Part. (importer), G.P.O. Box 2545, Bangkok. WTD 8/5/66.

342 Cutlery, hand tools, general hardware

● **BURMA**—Padlocks, 1.200 doz. various sizes, 1¼" to 4", of the following three types: non-automatic, 4 lever action, heavy construction, with levers, case, shackle and mechanism electro-galvanized, rivets of brass, two keys to each lock, keys to differ 144: cylinder padlocks, automatic with two milled keys, hardened steel shackle, cadmium plated, locked at both sides, extra strong laminated steel interior, encased in seamless drawn galvanized steel housing, brass 4 pin tumbler cylinder, keys to differ 144; and non-automatic, of extra strong construction, with two nickeled pipe keys, electro-galvanized mechanism, hardened steel shackle nickeled, 6 or more levers action, each lever with separate spring, dividing plates between levers, with extra strong bolt, case dip galvanized, rivets and spring drop of brass, keys to differ 144. Tender No. 120/T/CONST/PWC/66-67, bid deadline Oct. 19. Director of Engineers, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Dagon P.O., Rangoon. Cable: "DTEWORKS, RANGOON". Copy of tender instructions, list of stores and schedule of stores offered.★ (Telephone: 202-WO 7-3601).

SWEDEN—Hand tools, cutlery, household equipment; hand tools for building trade. Direct purchase and agency. Axel Sifvert AB (importer, retailer, wholesaler, sales agent), Regeringsgatan 63, Stockholm C. WTD 9/1/66.

THAILAND—All types of carpenters' hand tools, except machine tools. Requests c.i.f. prices and catalogs. Direct purchase and agency. Buan Hong Seng Ltd. Part. (importer, wholesaler), 97 Lan Luang Rd., Bangkok. WTD 5/10/65.

344 Fabricated structural metal products

● **IRAQ**—Two portal frame, pitched roof grain storage sheds made of steel with aluminum or asbestos sheeting, approx. 55 yds. x 22 yds. No deadline date listed. Locally furnished materials to be used—concrete block for walls and reinforced concrete for floors. While present purpose of the sheds will be to store bagged grain, the tresses should be designed to take the load of a possible 20-ton-per-hr. conveyor with cat-walk which will enable conversion to bulk storage in the future. **Write:** Mr. Albert Hanna, Chief Engineer, Directorate General of Grain Board Administration, Ministry of Economy, Baghdad.

THAILAND—Steam boiler, 600 hp. up. Safa Provision Industries Co., Ltd. (manufacturer), P.O. Box 1671, Bangkok. WTD 9/2/66.

Aluminum screen material for use with doors and windows. Requests c.i.f. prices and catalogs. Direct purchase and agency. Buan Hong Seng Ltd. Part. (importer, wholesaler), 97 Lan Luang Rd., Bangkok. WTD 5/10/65.

Adjustable aluminum traverse rods. Requests c.i.f. prices and catalogs. Direct purchase and agency. Buan Hong Seng Ltd. Part. (importer, wholesaler), 97 Lan Luang Rd., Bangkok. WTD 5/10/65.

347 Coating, engraving, services

ITALY—Anticorrosive coatings in rubber, ebonite, resins, polypropylene and plastics. Holson & C., S.a.s. di Aldo Piola (representative, manufacturer). Via Michelangelo 25/27—Cologno Monzese (Milano). WTD 6/10/66.

349 Fabricated metal products

SOUTH AFRICA—Aquarium accessories. Direct purchase and agency. I. Lopis & Sons (Pty) Ltd. (manufacturer, importer, exporter, wholesaler), P.O. Box 4820, Johannesburg. WTD 9/7/66.

351 Engines, turbines

PHILIPPINES—Lightweight gasoline engines (for use as inboard motors). Direct purchase and agency. Times Trading (importer, wholesaler, indentor), c/o Carlos Dyhongpo, Manager, 300 Magallanes St., Cebu City. WTD 9/7/66.

SWEDEN—Outboard and inboard motors for pleasure boats. Direct purchase and agency. Philipsons Marin AB (importer, retailer, wholesaler, sales agent), Fack, Nacka 1. WTD 9/9/66.

353 Construction, mining, materials handling machinery

BELGIUM—Stackers, loaders, related equipment. Direct purchase and agency. Ets. G. De Corte, p.v.b.a. (importer, retailer, exporter, wholesaler), 13 Vlaamse Kaai, Ghent. WTD 8/29/66.

FRANCE—Concrete machinery and concrete construction equipment and accessories, and all products (from preparation to final concrete work) required by concrete contractors, such as: mixers, portable and others; concrete buckets and attachments, light to heavy-duty, including receiving and laydown-buckets; concrete block and shape-machines; construction forms; reinforcing bar and wire accessories, and related lines. Direct purchase and agency. Requests replies in French. Secatol (manufacturers, dealers), Route de Liguge; 86- Saint-Benoit, pres Poitiers, Vienne. WTD 9/15/66.

GERMANY—Materials handling equipment, c.i.f. European ports. Direct purchase and agency. Industrie-Technik, Erich A. Hindermann (wholesaler, manufacturer, agent, importer, exporter), 16 Venloer Strasse, 4 Duesseldorf-Nord. WTD 9/7/66.

Crushing and washing machinery; c.i.f. European ports. Direct purchase and agency. Industrie-Technik Erich A. Hindermann (wholesaler, manufacturer, agent, importer, exporter), 16 Venloer Strasse, 4 Duesseldorf-Nord. WTD 9/7/66.

● **INDIA**—Supply of three electrically operated, indoor, overhead travelling cranes with a capacity of 60 imperial tons, and with an auxiliary hook capacity of 10 imperial tons. Tender No. 13/UB/HDD, bid deadline Oct. 17. Director, Hydel Designs Directorate, Sector 18-B, Chandigarh.★ (Telephone: 202-WO 7-5589).

354 Metalworking machinery

BELGIUM—Pipe threading machines (to be used chiefly for manufacturing car and bus seats). Van Hool & Zonen, p.v.b.a. (importer, exporter, manufacturer), 61 Misstraat, Koningshooikt. WTD 5/31/66.

MEXICO—Complete foundry of electric oven, induction heat type, smallest available, understood to be 150 kilogram capacity, but preferably 100 kilogram capacity if such exists. To be used for production of expanders of raw bolt type, made of malleable iron or direct iron. Mr. Esau Landa, General Importadora, S. A. (importer), Diag. Sn. Antonio 1920, Mexico 12, D. F. WTD in preparation.

355 Special industry machinery

AUSTRIA—Special glass processing machinery for manufacture of Christmas tree ornaments. Alpenlaendische Christbaumschmuckfabrik J. Wratschko (manufacturer), Postfach 570, A-8011 Graz. WTD 9/21/66.

CHILE—Plants for processing and drying sheep, cattle and hogs blood. Dragnic, Glusevic & Cia Ltda. (slaughterhouse), Calle Errazuriz 489, P.O. Box 195, Punta Arenas. WTD 10/5/65.

● **GREECE**—Supply of four pesticides-packaging units: two for packing powders in plastic bags or other materials, with a capacity of 30-50 pieces per minute; and two units for packing liquids in bottles made of glass, plastics, or other materials, with a capacity of 10-40 bottles per minute. Tender No. 1970, bid deadline Nov. 7. Agricultural Bank of Greece, Supplies Service, 12-14 Karageorgi Servias St., Athens.★ (Telephone: 202-WO 7-5589).

HONDURAS—Complete machinery for manufacturing elastic webbing 1¼" for men's knitted underwear and elastic braid of ¼", ⅜" and ½" for women's underwear. Textiles Fayad, S.A. (manufacturer), Apartado Postal No. 510, San Pedro Sula. WTD in preparation.

SWEDEN—Textile machinery, all kinds. Direct purchase and agency. P.A. Enhorning & Co. (Agent), Norrkoping. WTD 9/14/66.

Leather working machinery. Direct purchase and agency. AB Rud. Nystrom & Co. (agent), Herrljungagatan 5, Boras. WTD 9/19/66.

Attachments for lockstitch and chainstitch industrial sewing machines; sewing machines and attachments for shoe, luggage industries. Direct purchase and agency. AB Rud. Nystrom & Co., Herrljungagatan 5 (agent), Boras. WTD 9/19/66.

TAIWAN—Complete equipment for manufacturing banana powder. Requests literature and product sample. William Enterprises, Ltd. (importer, exporter), P.O. Box 903, Taipei. WTD 6/7/66.

● **TURKEY**—Supply of four complete mobile brick making plants; each plant to have an hourly output capacity of 3,000 common bricks of 9" x 4⅜" x 2¾" fired size. Bid deadline Nov. 15. The Executive Director, Industrial Development Corp., 53 Pyidaungsu Yeiktha Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Supply of plastic yoghourt bottle filling and capping machine with a capacity of 5000-8000 pcs. of 500 gr. size bottles per hour; and a plastic yoghourt bottle manufacturing machine for manufacturing yoghourt bottles for aforementioned machine. Bid deadline Oct. 24. Specifications in English available for $10 from the Dairy Industry Association of Turkey, Atac Sokak No. 72, Yenisehir, Ankara.

356 General industrial machinery

BELGIUM—Blowers, exhaust and ventilating fans for industrial uses. Direct purchase and agency. Ets. G. De Corte, p.v.b.a. (importer, retailer, exporter, wholesaler), 13 Vlaamse Kaai, Ghent. WTD 8/29/66.

IRAN—Vertical turbine pumps. Asghar Hadadzadeh (importer), 850 Khayyam Ave., P.O. Box 525, Tehran. WTD 6/11/66.

MEXICO—Complete set of fumigation equipment, including sprayer, injection tubes, nipples, connections, fumiscopes, detection instruments, ducts, plastic covers, masks, protective equipment, etc., to use methyl bromide and cyanidic acid. Request catalogs on U.S. firms' complete lines, with photographs of equipment and apparatus. Ing. Eduardo Uribe Montes, Supervisor, Control de Calidades, S.A. (laboratory), Revillagigedo No. 57, 2o. Piso, Mexico 1, D.F. WTD 6/7/65.

SOUTH AFRICA—Pumping equipment for aircraft, marine use; industrial, water, agricultural pumps, related products. Direct purchase and agency. Gerald R. Bendheim & Co. (Pty) Ltd. (manufacturer, importer, exporter), P.O. Box 8143, Johannesburg. WTD 9/7/66.

SWITZERLAND—Non-sparkling, explosion-proof electric barrel opener for steel drums; 220 v., 50 cycle. F. Hoffmann-La Roche & Co. Ltd. (manufacturer), Attn. John R. Rupp, Manager, Technical Purchasing Dept., 124 Grenzacherstrasse, CH-4000 Basel. WTD 7/13/66.

357 Office, computing, accounting machines

HONDURAS—Typewriters, cash registers, computing and accounting machines, other office machines. Agencia Automotores Kafati, S.A. (importer, distributor), Barrio La Bolsa, Comayaguela, D.C. WTD 3/5/65.

SPAIN—Accounting, calculating, adding, photocopying and duplicating machines; typewriters, cash registers; and similar products. Direct purchase and agency. Gispert, S.A. (importer, wholesaler, retailer, sales agent), Ronda Universidad, 9, Barcelona 7. WTD 8/11/66.

SWEDEN—Copying and reproduction machines; related supply material. Direct purchase and agency. I. G. Holst AB (importer, retailer, exporter, manufacturer, sales agent), Regeringsgatan 80-84, Stockholm. WTD 9/13/66.

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358 Service industry machines

HONG KONG—Ice making plant with automatic pick up; producing 300 to 400 lb. ice blocks, minimum pick up per doffing up to 20, unit capacity 60 tons or more, total capacity in 24 hours about 300 tons. Freezing cycle must be complete in 24 hours. Gordon, Woodroffe & Co., (Far East) Ltd. (importer, exporter, wholesaler), P.O. Box 87, Hong Kong. Cable: WOODROFFE. WTD in preparation.

NORWAY—Self-contained air conditioning units, humidifiers and components for offices, homes, public buildings. A/S Flebuluft (importer, wholesaler), Munkedamsveien 59, Oslo. WTD 5/10/66.

SPAIN—Water treatment and purifying equipment. Direct purchase and agency. Elvira Klaebisch Burckhardt (manufacturer, importer), Lauria, 95-97, Barcelona 9. WTD 8/10/66.

TAIWAN—Air conditioning equipment, 200 tons, for stretch nylon yarn mill. Requests catalogs, quotations. Chenta Rayon Co., Ltd. (manufacturer), 55-1, Mintsu 1st Rd., San Min District, Kaohsiung. WTD in preparation.

361 Electric transmission, distribution equipment

GERMANY—Electronic gauging instruments for metal working and laboratories. Requests replies with quotation c.i.f. Rotterdam or Hamburg. Hans-Jochen Becker KG (wholesaler, agent, importer), 98 Borweg, 4971 Oberbecksen. WTD 9/12/66.

Electric measuring and regulating instruments, c.i.f. European ports. Direct purchase and agency. Industrie-Technik, Erich A. Hindermann (manufacturer, agent, importer, exporter), 16 Venloer Strasse, 4 Duesseldorf-Nord. WTD 9/7/66.

● **ICELAND**—Design and supply of 9 transformers, including seven 230 kv, single phase, 28,667 kva main power transformers (or alternatively two 230 kv, 3-phase, 86,000 kva main power transformers): one 69 kv, 3-phase, 3-winding, 20,000 kva transformer; one 230/138kv, 70,000 kva auto-transformer. Tender No. 290-5, bid deadline Nov. 10. Bidder required to furnish with his bid sufficient information as to his qualifications and financial ability to carry out the contract. Bdder shall have designed, manufactured and had in commercial operation for not less than two years, one or more 230 kv, 25,000 kva, single phase or 75,000 kva, 3-phase transformers. The National Power Co. of Iceland, Sudurlandsbraut 14, Reykjavik, Iceland.

● **INDIA**—Supply of and erection of 25 kv a.c. electric traction overhead equipment and switching station on approximately 435 miles of track. Tender No. RE-32/501, bid deadline Nov. 1. Tender documents available for $14 per copy (nonrefundable) from General Manager & Chief Engineers, Railway Electrification 1, Acharyya Jagadish Base Rd., Calcutta-20.

NETHERLANDS—Ultrasonic transformers and amplifiers. Exclusive distributorship. Lameris Instrumenten N.V. (importer, wholesaler), 149 Biltstraat, Utrecht. WTD 9/23/65.

● **TAIWAN**—Supply of feeder voltage regulator, station type, 3-phase, 13,800 V, 1000/1250 OA/FA, 523 Amp and 750/937 kva OA/FA, 391 Amp., with auxiliaries and spare parts. Tender No. GF2B-25046, bid deadline Oct. 21. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei.★ (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

BELGIUM—Electronic automation devices for use in textile industry, such as checking, controlling equipment. Direct purchase and agency. C.O.B.A.R. Electronic N.V. (manufacturer, wholesaler), 106 Theodoor Sevenslaan, Kortrijk. WTD 8/29/66.

363 Household appliances

AUSTRIA—Small electrical household equipment, novelties; 220 v.-50 cycles. J. L. Fuhrer's Erben, K.G. (importer, wholesaler), Graben 19, A-1010 Vienna. WTD 9/15/66.

Household refrigerators, 220 volt-50 cycles. Requests replies in German. Direct purchase and agency. Franz Ohrenberger & Co. (importer, wholesaler, manufacturers' representative), Passauerplatz 6, A-1010 Vienna. WTD 9/16/66.

364 Electric lighting, wiring equipment

GREECE—Radioactive lightning arrestors, for jointly submitting proposal in planned NATO bid for supply and installation of such equipment. Prospective suppliers should be on the consolidated list of firms certified eligible for participation in International Competitive Bidding for NATO common infrastructure projects. Myriotis Brothers (sales agents), 1 Stephanou St., Athens 111. WTD 6/20/66.

365 Radio, television receiving sets

AUSTRALIA—Microphones, speaker systems, recording tapes and recording machines. Prices must be competitive. Direct purchase and agency. Australian Sound & Television Co. Pty. Ltd. (importer, manufacturer, wholesalers), 35-39 Yarra Bank Rd., South Melbourne, Victoria. WTD 8/26/66.

AUSTRIA—Television receiving sets suitable for installation in automobiles. Foto-Kino-Roentgen (importer, retailer), Ing. Josef Rosner, Hessgasse 1, A-1010 Vienna. WTD 12/28/65.

Radio and television sets for home entertainment, 220 v., 50 cycles. Requests replies in German. Direct purchase and agency. Franz Ohrenberger & Co. (importer, wholesaler, manufacturers' representative), Passauerplatz 6, A-1010 Vienna. WTD 9/16/66.

FRANCE—Radio and television receiving sets, equipment, accessories, including portable television sets, hi-fi radio receivers, and others. Requests replies in French. Direct purchase and agency. "Technic Radio" (Etablissements Labat) (dealer, sales agent), Palais des Pyrenees, 64- Pau, Basses-Pyrenees. WTD 9/19/66.

366 Communication equipment

AUSTRIA—Transistor radios, portable television sets. J. L. Fuhrer's Erben, K.G. (importer, wholesaler), Graben 19, A-1010 Vienna. WTD 9/15/66.

● **GREECE**—Supply of three-shift page and tape teleprinters, perforators, telegraph terminal repeaters and associated equipment. Tender No. 6435, bid deadline Nov. 7. Hellenic Telecommunications Organization, Ltd., 6 Klissovis St., Athens.★ (Telephone: 202-WO 7-4823).

367 Electronic components, accessories

GERMANY—Connectors and differential amplifiers. Requests price quotations ex factory. ERA-Elektronische Rechananlagen, Studiengesellschaft fuer wissenschaftliche Datenverarbeitung mbH. (importer, manufacturer, wholesaler, exporter). Postfach 465, Aachen. WTD 9/19/66.

SWEDEN—Resistors and condensers, etc., for technical purposes (printed circuits). Direct purchase and agency. Ingeniorsfirman Daleco, B. Dalera (importer, sales agent), Drevkarlsstigen 3, Sollentuna. WTD 9/13/66.

369 Electrical machinery, equipment, supplies

● **HONG KONG**—Supply of X-ray equipment and accessories consisting of one 70 mm. mass radiography unit; one roentgen 300 unit; 300 mA at 100 KVP; miscellaneous X-ray accessories; 200 volts, single phase, 50 cycles a.c. operation required. Schedule Ref. No. A-23057, bid deadline not determined. Secretary, Tender Board, Colonial Secretary, Government Offices, Lower Albert Rd., Hong Kong.★ (Telephone: 202-WO 7-2939).

SPAIN—Automotive electrical equipment such as starters, generators, ignition coils, distributors, etc. Direct purchase and exclusive agency. Motoplat, S.A. (manufacturer, wholesaler, importer, exporter), Bach de Roda, 65-67, Barcelona 5. WTD 9/15/66.

371 Motor vehicles, motor vehicle equipment

AUSTRALIA—Automotive hardware and accessories. Direct purchase and agency. L. G. Robinson Pty. Ltd. (importer, wholesaler), 605 George St., Sydney, N.S.W. WTD 9/19/66.

COLOMBIA—Rings, pistons and accessories. Requests full details, price lists. Direct purchase or agency. Requests replies in Spanish. Octavio Valencia M., Rectificadora Santa Marta (importer, wholesaler), Apartado Aereo (P.O. Box) 606, Santa Marta. WTD 9/7/66.

GERMANY—Automobile spare parts and accessories including flash indicators for automobiles, filters for automobile motors, motor parts, hydraulic automobile parts and CO-depoisoning apparatus. Price quotations c.i.f. Hamburg or Bremen. Sumus, Fahrzeug- und Maschinenteile GmbH (importer, exporter, wholesaler, commission merchant, sales agent), 6 Belfortstrasse, 43 Essen/R. WTD 9/12/66.

Replacement parts and accessories of all kinds for motor vehicles. Requests price quotation c.i.f. Rotterdam. Requests replies in German. Heinrich Stollenwerk (wholesaler, distributor, importer), Postfach 46, 5 Koeln 10. WTD 9/15/66.

THAILAND—Hydraulic hoses and fittings. Requests replies from manufacturers only. Direct purchase and agency. Siam Merchantile (1960) Co. Ltd. (importer, wholesaler, retailer), 117-117/1 Suriwongse Rd., Bangkok. WTD 6/14/66.

Equipment for automotive diagnosis center for automobiles and trucks. Technical advice requested for installation. E.T.O. Motors, Ltd. (importer, government agency), 301-303 New Rd., Bangkok. WTD 9/16/65.

Automotive spare parts. Requests catalogs and c.i.f. prices. Manayont R.O.P. (manufacturer), 395/9 Banbart Rd., Bangkok. WTD 9/1/66.

372 Aircraft, parts

AUSTRALIA—Aircraft and aircraft equipment, including aircraft armament, assemblies, subassemblies, parts. Direct purchase and agency. Forrester Stephen Pty. Ltd (importer, wholesaler, retailer, agent), 343 William St., Melbourne, Victoria. WTD 9/16/66.

NETHERLANDS ANTILLES—Helicopters and passenger jet aircrafts. Direct purchase and exclusive agency. Romatco (agency), P.O. Box 108, Nieuwestraat 14A, Willemstad, Curacao. WTD 3/12/65.

373 Ship, boat building, repairing

GERMANY—Accessories, maintenance materials for sporting boats (sail and power). Requests price quotation f.o.b. U.S. port. Ferdinand Ditzen KG. (wholesaler, distributor, importer), 11 Marktstrasse, 4 Duesseldorf. WTD 10/15/65.

374 Railroad equipment

● **INDIA**—One hydraulic spring buckling press. Tender No. 408/18/082/12-8-66, bid deadline Oct. 28. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi, India. Tender fee $1 (not refundable). Tender conditions and specifications may be viewed in Transportation Equipment Division, BDSA, Rm. 4314, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4817).

● **SUDAN**—Supply of 4 locomotive lifting jacks, 25-ton capacity each. Contract No. 3577, bid deadline Nov. 9. Controller of Stores, Sudan Railways, Atbara. A copy of specifications may be viewed only in Rm. 4314, Transportation Equipment Division, BDSA-596, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4817).

● **THAILAND**—One all steel, meter gauge air conditioned reserved saloon. Tender Sch. 2/98314, bid deadline Nov. 29. Tender form may be purchased for $12.50 per set from Store Division, State Railway of Thailand, Krungkasem Rd., Bangkok. Copies of tender specification, terms and blue-prints available for review only in Rm. 4314, Transportation Equipment Division, BDSA-596, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4817).

● **TURKEY**—165 sets of low pressure steam equipment for type B4 and C4 cars; 125 sets of electrical heating system equipment for type B4 and C4 cars. Bid deadline Oct. 24. TCDD Isletmesi Genel Musurlugu, Merkez ve Satim Komisyonu Baskanligi, Ankara (State Railways Administration). Bid bonds and performance bonds are not required. Bidding specifications in English available for $12 including airmail charges from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay, Ankara.

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—Navigational and aeronautical instruments. Direct purchase and agency. Forrester Stephen Pty. Ltd. (importer, wholesaler, retailer, agent), 343 William St., Melbourne, Victoria. WTD 9/16/66.

● **BURMA**—Supply of geochemical laboratory equipment and instruments including interval timers, spectrophotometer, dessicators, laboratory coats. Tender No. 7809/MDC-MS-50(66-67), bid deadline Oct. 31. The Director General (Procurement), Mineral Development Corp., No. 243/251-36th St., Rangoon.★ (Telephone: 202-WO 7-2939).

● Supply of laboratory equipment including, but not limited to, the following: air pump, compressor and exhaust; aspirator bottles; analytical balances; autoclave; balances; beakers; basins; bottles; brushes; burettes; crucibles; colorimeters; flasks. Tender No. 002/MDC-MS-49/66-67, bid deadline Oct. 31. The Director General (Procurement), Mineral Development Corp., No. 243/251-36th St., Rangoon.★ (Telephone: 202-WO 7-2939).

● Supply of mineralogical equipment including, but not limited to, the following items: point counter; stage micrometers; retardation plates; interference filters; micrometers; microscope lamps. Tender No. 001/MDC-MS-52(66-67), bid deadline Oct. 31. The Director General (Procurement), Mineral Development Corp., No. 243/251-36th St., Rangoon.★ (Telephone: 202-WO 7-2939).

● Supply of laboratory instruments including, but not limited to, the following: differential thermal apparatus; electrical ovens; burners; hot plates; glass cutting and writing diamonds. Tender No. 7807/MDC-MS-48(66-67), bid deadline Oct. 31. The Director General (Procurement), Mineral Development Corp., No. 243/251-36th St., Rangoon.★ (Telephone: 202-WO 7-2939).

● Supply of geophysical equipment including portable scintillation counter, electromagnetic equipment, geomagnetic field balances, gravity meter, magnetometers, etc. Tender No. 7806/MDC-MS-54(66-67), bid deadline Oct. 31. The Director General (Procurement), Mineral Development Corp., No. 243/251-36th St., Rangoon.★ (Telephone: 202-WO 7-2939).

GERMANY—Nautical, electronic instruments of all kinds. Requests price quotation f.o.b. U.S. port. Ferdinand Ditzen KG. (wholesaler, distributor, importer), 11 Marktstrasse, 4 Duesseldorf. WTD 10/15/65.

SOUTH AFRICA—Scientific instruments. Direct purchase and agency. Glassblowing Industries (Pty) Ltd. (manufacturer, importer), P.O. Box 8966, Johannesburg. WTD 9/7/66.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRIA—High precision counting and control equipment including electrical equipment, and components. Direct purchase and agency. Anton Mattig Kommanditgesellschaft (importer, exporter, agent, manufacturer), Matznergasse 34, A-1130 Vienna. WTD 9/16/66.

NETHERLANDS—Ultrasonic transducers and detectors. Exclusive distributorship. Lameris Instrumenten N.V. (importer, wholesaler), 149 Biltstraat, Utrecht. WTD 9/23/65.

THAILAND—Water meter and parts, such as gear and measuring needle; tools and pertinent equipment for repairing. Prefers replies from manufacturer. Prices and illustrated catalogs requested. Direct purchase and agency. Ngun Chai Lee (manufacturer, wholesaler, retailer), 44-48 Rama 4 Rd., Bangkok. WTD in preparation.

TAIWAN—Automatic instrument for controling steam flow in sterilization process of foods canning factory. Requests literature and quotation. Taiyu Products Corp., Changhwa Cannery (manufacturer), 40-11, Chungchuan Chuang, Changhwa. WTD 5/28/65.

383 Optical instruments

● **BURMA**—Supply of microscopes including polarizing stereoscopic, reversible body, research polarizing, metallurgical, gemmological and ore microscopes. Tender No. 7808/MDC-MS-58(66-67), bid deadline Oct. 31. The Director General (Procurement), Mineral Development Corp., No. 243/251-36th St., Rangoon.★ (Telephone: 202-WO 7-2939).

384 Surgical, medical, dental instruments

ITALY—Acrylic resins, impression compounds, cements, amalgams, abrasive rubbers, alginates for dentists and dental laboratories. Scic di Petruccelli and Sintoni (distributor, representative, manufacturer), Opera (Milan). WTD in preparation.

NETHERLANDS—Ultrasonic diagnostic instruments and echoencephalographs. Exclusive distributorship. Lameris Instrumenten N.V. (importer, wholesaler), 149 Biltstraat, Utrecht. WTD 9/23/65.

386 Photographic equipment

● **IRAQ**—Supply of film: orthochromatic, panchromatic, multimask, autoscreen, and auto positive film, in various sizes and quantities, with accessories including developers. Tender No. INQ/MISC/13/965, bid deadline Nov. 22. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

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- Your payment terms.

393 Musical instruments, parts

SPAIN—Electronic organs, electric guitars, batteries, wind instruments, and similar apparatus. Direct purchase and agency. Cadena Musical Alberdi, S.A. (manufacturer, wholesaler, importer, exporter), Bruch 46, Barcelona 10. WTD 9/7/66.

394 Toys, amusement, sporting goods

AUSTRIA—Toys, sporting goods suitable for sale through mail order service. Dilp. Ing. F.O. Roethy (mail order house, wholesaler), Versandhaus Grein, A-4360 Grein. WTD 9/21/66.

Sports equipment of all kinds. Direct purchase and agency. Sporthaus Franz Dusika (importer, wholesaler, retailer, manufacturer's representative), Fasangasse 26-32, A-1030 Vienna. WTD 9/14/66.

COLOMBIA—All types of toys, games and sporting goods. Requests price quotations c.i.f. Barranquilla. Telestar Deportivo (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O.) 2400, Barranquilla. WTD 9/7/66.

GERMANY—Non-wood bowling pins (magnapin), approved by the American Bowling Congress. Requests price quotations c.i.f. European ports. Direct purchase and agency. Requests replies in German. Sportstaetten-Betriebs-AG. (importer, wholesaler, retailer, exporter), 40 Am Wehrhahn, 4 Duesseldorf. WTD 9/20/66.

THAILAND—Baby carriages, bassinettes, children's seats, chairs, canopies. Complete catalogs, quotations, pertinent details requested. Direct purchase and agency. Khazan Singh Awtar Singh (Jaspal Store) (importer, distributor), 324 Phahurat Rd., Bangkok. WTD 6/18/65.

Toys, games, dolls. Requests c.i.f. prices and catalogues. Pramuan Sarn Book Center (importer, wholesaler, retailer), Chalerm Khetr Bldg., Yodse, Bangkok. WTD 9/1/66.

395 Pens, pencils, office, artists' materials

AUSTRIA—Novelty items of the type sold through office and school supply stores. "Ku-Ba" Kurt Bauer (importer, wholesaler, manufacturer's representative), Landskrongasse 5, A-1010 Vienna. WTD 9/14/66.

SPAIN—Parts for pencils, ball-point pens and marking devices. Jovi, S.A. (manufacturer, wholesaler, exporter, importer), Arte, 80, Barcelona 13. WTD 9/12/66.

396 Costume jewelry, novelties, buttons, notions

AUSTRALIA—Buttons and sewing aids such as needles, pins, hooks and eyes, buckles, slide and snap fasteners. Direct purchase and agency. Sehlbach & Whiting (Aust.) Pty. Ltd. (importer, wholesaler), 175 Flinders Lane, Melbourne, Victoria. WTD 8/12/66.

SOUTH AFRICA—Costume jewelry, novelties. Direct purchase and agency. Monica Novelty Co. (Pty) Ltd. (importer, wholesaler), P.O. Box 4477, Johannesburg. WTD 9/7/66.

THAILAND—Costume jewelry. Requests c.i.f. prices and illustrated material. The Pramuan Sarn Book Center (importer, wholesaler, retailer), Chalerm Khetr Bldg., Yodse, Bangkok. WTD 9/1/66.

399 Manufacturing industries

AUSTRIA—Advertising novelties of all kinds. "Ku-Ba" Kurt Bauer (importer, wholesaler, manufacturer's representative), Landskrongasse 5, A-1010 Vienna. WTD 9/14/66.

Sponges, leather rags for window cleaning, both for households and automobiles. Franz Szoeke (importer, wholesaler), Blindengasse 42, A-1080 Vienna. WTD 9/21/66.

HONG KONG—Combs, nylon, heat-resistant, non-brittle. Grand Co. (importer, retailer), 703 Shaw's Bldg., Nathan Rd., Kowloon. WTD 6/30/66.

509 Miscellaneous wholesalers

ITALY—Stationery supplies, low priced. Accimport (distributor, manufacturer), Via Solari 19, Milan. WTD 3/11/66.

PHILIPPINES—Old newspapers for wrapping purposes. Direct purchase and agency. Times Trading (importer, wholesaler, indentor), c/o Carlos Dyhongpo, Manager, 300 Magallanes St., Cebu City. WTD 9/7/66.

Iron scrap in large quantities. Pablo M. Silva, President, (importer, indentor, manufacturer, exporter), Filipino Pipe & Foundry Corp., Hulo, Mandaluyong, Rizal; Box 1329, Manila. WTD in preparation.

TAIWAN—Waste coke tinplate for de-tinning, railway axles for re-rolling use and wrecked automobiles sold as scrap. Levant Enterprises Inc. (importer, exporter), P.O. Box 913, Taipei. WTD 7/8/65.

539 Miscellaneous general merchandise stores

TOGO—Wheat flour, soap, used clothing and canned goods. Requests price quotations. Requests replies in French. Etablissements du Commerce et Industrie du Togo (CITO) (importer), B.P. 110, Lome. WTD in preparation.

781 Motion picture production, distribution

SOUTH AFRICA—16 mm feature films and TV featurettes (sound) for nontheatrical use; purchase or lease "new" or "slightly used." Requests lists, prices. Pan African Film Services (Pty.) Ltd. (importing distributor), P.O. Box 3243, Cape Town, Cape Province. WTD 10/28/65.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

TAIWAN—Cotton, wheat, corn, soybeans, other agricultural products. Bermer Trading Corp. (agent), G.P.O. Box 570, Taipei. WTD 9/10/65.

220 Textile mill products

SOUTH AFRICA—Textile fabric for use in manufacturing women's outerwear. F. O. Meyer & Co. (Pty.) Ltd. (manufacturers' agent), P.O. Box 3047, Cape Town, Cape Province. WTD 6/1/66.

221 Broad woven fabric mills, cotton

THAILAND—Towels and wash cloths. Exclusive representation requested. Prices c.i.f. Bangkok. Golden Gate Co. Ltd. (retailer), 856 Wangburapa Rd., Bangkok. WTD 9/9/66.

222 Broad woven fabric mills, manmade fiber, silk

UGANDA—Men's suitings in Dacron/wool, 100% Dacrons, dynel/viscose in weights of 9 to 10 oz., 11 to 12 oz., 12 to 13 oz., plain as well as striped, medium price range. Requests catalogs, sample patterns; quotations c.i.f. Kampala or c.i.f. Mombasa. Uneximp Ltd. (commission agent), P.O. Box 1241, Kampala. WTD 5/6/66.

224 Narrow fabrics, other smallwares mills

SOUTH AFRICA—Novelty trimmings, laces and motifs for dress and lingerie industries. A. Blonson (manufacturers' agent), P.O. Box 3920, Cape Town, Cape Province. WTD 2/16/66.

Trimmings, braids, ribbons for women's dresses and hats. F. O. Meyer & Co. (Pty.) Ltd. (manufacturers' agent), P.O. Box 3047, Cape Town, Cape Province. WTD 6/1/66.

225 Knitting mills

THAILAND—Men's sweaters and hosiery. Prices c.i.f. Bangkok. Golden Gate Co. Ltd. (retailer), 856 Wangburapa Rd., Bangkok. WTD 9/9/66.

Ladies' light-weight sweaters, under garments, panties. Prices c.i.f. Bangkok. Golden Gate Co. Ltd. (retailer), 856 Wangburapa Rd., Bangkok. WTD 9/9/66.

229 Textile goods

SOUTH AFRICA—Raschel and other laces for use in manufacturing women's underwear and foundation garments. F. O. Meyer & Co. (Pty.) Ltd. (manufacturers' agent), P.O. Box 3047, Cape Town, Cape Province. WTD 6/1/66.

SPAIN—New rags, clips and cuttings, made of wool, manmade fibers. Exclusive agency. Jose Ma. Canadell Cortes (wholesaler, sales agent), Perez Galdos, 217, Sabadell, Barcelona. WTD 9/9/66.

232 Men's, youths', boys' furnishings

THAILAND—Light-weight jackets, jeans for boys and young men. Exclusive representation requested. Prices c.i.f. Bangkok. Golden Gate Co. Ltd. (retailer), 856 Wangburapa Rd., Bangkok. WTD 9/9/66.

281 Industrial chemicals

PAKISTAN—Chemicals for use in textile and leather industries. Requests catalogs, quotations c. & f. Karachi. Bays Corp. Ltd. (importer), 4th Floor, P.I.D.C. House, Kutchery Rd., Karachi. WTD 7/22/66.

283 Drugs

ITALY—Medicinal specialties. Farmaco Merano S.p.A. dei F.lli Colnaghi (manufacturer, representative), Via Zanella 5, Milan. WTD 6/22/66.

THAILAND—Pharmaceutical specialties, antibiotics, vitamins. Requests catalogs, samples, c.i.f. price quotations. Kwang Tiang K.S. Dispensary Ltd. Partnership (importer, wholesaler, retailer), 117 Jawaraj Rd., Bangkok. WTD 8/26/66.

316 Luggage

THAILAND—All types of luggage. Prefers exclusive representation. Prices c.i.f. Bangkok. Golden Gate Co. Ltd. (retailer), 856 Wangburapa Rd., Bangkok. WTD 9/9/66.

326 Pottery, related products

PAKISTAN—Vitreous sanitary ware (china) and allied supplies. Requests quotations c. & f. Karachi. National Illuminating Engineering Services Corp. (importer), 1 Beaumont Rd., POB 3965, Karachi 4. WTD 7/22/66.

329 Abrasive, asbestos, nonmetallic mineral products

NETHERLANDS—Clay, hard, soft, paper coating, rubber, insecticide, other raw and auxiliary materials for industrial use. Exclusive agency for Benelux countries. N.V. "Mosam" (importer, exporter, agent, transit trader), P.O. Box 184, or 79 Alex. Battalaan, Maastricht. WTD 9/12/66.

335 Rolling, drawing and extruding of nonferrous metals

PAKISTAN—Nonferrous metals—copper and brass plate and sheets. Requests quotations c. & f. Karachi. Imperial Electric Co. Ltd. (importer), 2nd Floor, Nadir House, McLeod Rd., Post Box 4311, Karachi 2. WTD in preparation.

344 Fabricated metal products

PAKISTAN—Boilers, industrial for use in sugar, jute, and textile mills. Requests catalogs and quotations c. & f. Karachi. S. M. Jaffer & Co., 7 West Wharf Rd., P.O. Box No. 4488, Karachi. WTD 7/5/66.

351 Engines, turbines

PAKISTAN—Turbines, steam and hydraulic. Requests catalogs and quotations c. & f. Karachi. S. M. Jaffer & Co., 7 West Wharf Rd., P.O. Box 4488, Karachi. WTD 7/5/66.

THAILAND—Outboard motors. Request replies directly from manufacturer, c.i.f. prices and illustrated materials. South East Asia Trading Co. (Siam) Ltd. (importer, wholesaler, retailer), 1175 New Rd., Bangkok. WTD 9/9/66.

355 Special industry machinery

ITALY—Machines for manufacture of polyester resins reinforced with fiberglass for chemical industry. Holson & C., S.a.S. (manufacturer, representative), di Aldo Piola, Via Michelangelo 25/27—Cologno Monzese (Milano). WTD 6/10/66.

PHILIPPINES—Pedestal type tire inflators with visible dial register indicating tire pressure. Jose J. Berenguer, Jr., Sales Manager, Aboitiz & Co. Inc. (Tokheim/Lincoln Division) (importer, wholesaler, retailer, indentor, exporter, manufacturer, producer), 24th & Railroad St., Port Area, Box 219, Manila. WTD in preparation.

Pumps for petroleum and oil refineries. Jose J. Berenguer, Jr., Sales Manager, Aboitiz & Co. Inc. (Tokheim/Lincoln Division) (importer, wholesaler, retailer, indentor, exporter, manufacturer, producer), 24th & Railroad St., Port Area, Box 219, Manila. WTD in preparation.

357 Office computing, accounting machines

THAILAND—Portable typewriters; electric and non-electric adding and calculating machines. Illustrated catalogs and prices requested. Lau Brothers Ltd. Part. (importer), 48 Pan Rd., Off Silom Rd., Bangkok. WTD in preparation.

358 Service industry machines

HONG KONG—Air conditioners, window type, for domestic and industrial use; 200 v., 50 cycles. Exclusive agency. Union Co. (importer, retailer), P.O. Box 8892. Mongkok, Kowloon, Hong Kong. WTD 3/2/66.

362 Electrical industrial apparatus

ITALY—Industrial controls. Digitron, S.r.l. (distributor, representative), 12 Via Friuli, Zona Industriale, San Giuliano Milanese, Milan. WTD 6/28/66.

PAKISTAN—Electric motors, over 40 hp.—squirrel cage, 3 phase, 50 cycle, with starters. Requests catalogs and quotations c. & f. Karachi. S. M. Jaffer & Co. (importer), 7 West Wharf Rd., P.O. Box 4488, Karachi. WTD 7/5/66.

363 Household appliances

HONG KONG—Refrigerators, 200 v., 50 cycles. Exclusive agency. Union Co. (importer, retailer), P.O. Box 8892, Mongkok, Kowloon, Hong Kong. WTD 3/2/66.

365 Radio, television receiving sets

HONG KONG—Television receiving sets, 625-line, standard, for operation on 200 v., 50 cycles. UHF only or UHF/VHF tuners required. Exclusive agency. Union Co. (importer, retailer), P.O. Box 8892, Mongkok, Kowloon, Hong Kong. Cable: HKPANUNION. WTD 3/2/66.

ITALY—Tape recorders. Digitron, S.r.l. (distributor, representative), 12 Via Friuli, Zona Industriale, San Giuliano Milanese, Milan. WTD 6/28/66.

366 Communication equipment

ITALY—Radio transmitters. Digitron, S.r.l. (distributor, representative), 12 Via Friuli, Zona Industriale, San Giuliano Milanese, Milan. WTD 6/28/66.

UGANDA—VHF—solid state transceivers—mobile and base station, ranging from 6 watts to 50 watts of power, band coverage approximately 50 mc to 85 mc frequency modulated. Uganda Tele-Electric Co. Ltd. (importer, retailer), Box 4449, Kampala. WTD 1/3/66.

369 Electrical machinery, equipment, supplies

PHILIPPINES—Battery charges, on 2-wheel or portable models, fast and/or slow charging 50-100 amps. rating for 220 v. single phase power line. Jose J. Berenguer, Jr., Sales Manager, Aboitiz & Co., Inc. (Tokheim/Lincoln Division) (importer, wholesaler, retailer, indentor, exporter, manufacturer, producer), 24th & Railroad St., Port Area, Box 219, Manila. WTD in preparation.

373 Ship building, repairing

THAILAND—Fiberglass boats. Request replies directly from manufacturers, c.i.f. prices and illustrated materials. South East Asia Trading Co. (Siam) Ltd. (importer, wholesaler, retailer), 1175 New Rd., Bangkok. WTD 9/9/66.

381 Engineering, laboratory, scientific, research instruments

ITALY—Control instruments for research laboratories. Digitron, S.r.l. (distributor, representative), Via Friuli 12, Zona Industriale, San Giuliano Milanese, Milan. WTD 6/28/66.

394 Toys, amusement, sporting goods

THAILAND—Full line water sports equipment. Requests c.i.f. prices Bangkok and illustrated materials. South East Asia Trading Co. (Siam) Ltd. (importer, wholesaler, retailer), 1175 New Rd., Bangkok. WTD 9/9/66.

396 Costume jewelry, novelties, buttons, notions

SOUTH AFRICA—Metal buttons and buckles for women's apparel. F. O. Meyer & Co. (Pty.) Ltd. (manufacturers' agent), P.O. Box 3047, Cape Town, Cape Province. WTD 6/1/66.

509 Miscellaneous wholesalers

CANADA—Commission agent to sell American beer, wine, and distilled alcoholic beverages in Quebec. Harry L. Ross, Amcan Agencies Reg'd. (commission merchant), 477 Lacombe Ave., Montreal 26, Quebec. WTD 8/3/66.

Leads for Importers

Commodities are offered direct unless specified

201 Meat products

SWEDEN—Spray dried egg whites and yolks, separate and mixed; frozen whites, yolks, liquid whole eggs; salted yolks; albumen crystals. AB Svenska Aggprodukter (manufacturer), Fack, Halsingborg 1. WTD 9/26/66.

204 Grain mill products

ICELAND—Wholesale importing of cereal products, and preparations, on an exclusive basis. Daniel Olafsson & Co., Ltd. (wholesaler), 4 Vonarstraeti, P.O. Box 606, Reykjavik. WTD 9/19/66.

224 Narrow fabrics, other smallwares mills

GERMANY—Braids, trimmings, fringes, edgings, elastic braids and crochet fabrics for all districts with the exception of the New York Metroplitan area. Price quotations ex factory or f.o.b. Hamburg or Bremen. Quambusch & Meyri-Textilwerk (manufacturer, exporter), 40-42 Saarbruecker Strasse, 56 Wuppertal-Barmen. WTD 9/20/66.

233 Women's, misses', juniors' outerwear

GERMANY—Cocktail and wedding dresses. Price quotations f.o.b. Hamburg. Ronner & Pill (manufacturer, exporter), 96 Bismarckstrasse, 4 Duesseldorf. WTD 9/16/66.

240 Lumber products

NEW ZEALAND—Finished wood products, all kinds, for use in the building industry. C. Halliday, D.I.N., Ltd. (manufacturers' representative), P.O. Box 666, Napier.

242 Sawmills, planing mills

BRAZIL—Parana pine wood (oven-dry); high-quality Brazilian hardwood; broom sticks. Sawmill desires to contact wholesalers or well-established agents. Madeireira Thomasi S.A., Rua Quinze de Novembro 270, 9° andar, conjunto 910/911. Curitiba, Estado do Parana. Caixa Postal 2005 Curitiba. WTD 10/20/65.

Sawed or in logs, Brazilian hardwoods such as Brazilian rosewood, Brazilian mahogany, Brazilian zebrawood, massaranduba, sicupira, jequetiba. Direct sale or through well-established agents. Sociedade Exportadora Martins Ltda. (sawmill, wholesaler, exporter), Rua da Alfandega 22, 7° andar, sala 70/78, Vitoria, Estado do Espirito Santo. Caixa Postal 58, Victoria. WTD 9/16/66.

265 Paperboard containers, boxes

FRANCE—Soda and drinking straws, paraffined paper, packed in boxes each containing 500 articles. Wholesale exportation, direct or through agents, in lots of 10,000 drinking straws, minimum. Etablissements H. Torte & Cie, (Le Materiel Hotelier) (manufacturer), 29 Rue Charles-Floquet; 64- Bayonne, Basses-Pyrenees. WTD 10/25/65.

314 Footwear, except rubber

SPAIN—Women's de-luxe hand-made shoes: Ramon Pares Puig Calvo Sotelo (manufacturer, exporter), 156, Lluchmayor (Mallorca), Balearic Islands. WTD 9/7/66.

355 Special industry machinery

JAPAN—Cookie (biscuit) packaging machinery. Send literature and prices c.i.f. Shimizu. Seiko Trading Co., Ltd. (import-export), 39 1-chome, Kotobuki-cho, Shimizu, Shizuoka-ken. WTD 8/15/66.

371 Motor vehicles, motor vehicle equipment

GERMANY—Mufflers for German automobiles. Price f.o.b. Hamburg or Bremen. Sumus, Fahrzeug- und Maschinenteile GmbH. (importer, exporter, wholesaler, commission merchant, sales agent), 6 Belfortstrasse, 43 Essen/R. WTD 9/12/66.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRIA—Electro-magnetic pulse counters, electric differential counters, time switches and special meters such as taximeters. Anton Mattig Kommanditgesellschaft (importer, exporter, agent, manufacturer), Matznergasse 34, A-1130 Vienna. WTD 9/16/66.

393 Musical instruments, parts

SPAIN—Spanish custom-made guitars and accessories. Cadena Musical Alberdi, S.A. (manufacturer, wholesaler, importer, exporter), Bruch, 46 Barcelona 10. WTD 9/7/66.

394 Toys, amusement, sporting goods

BRAZIL—Underwater pneumatic spear guns; direct sale or through well-established agents. COBRASUB Commercial Brasileira de Artefatos Submarinos Ltda., Estrada da Gavea 644, Rio de Janeiro ZC-20, Estado da Guanabara. WTD 2/4/66.

GERMANY—Miniature automobiles of injection molded plastics, model Oldtimer. Price quotations f.o.b. European ports. Requests replies in German. Sportstaetten-Betriebs-AG. (importer, wholesaler, retailer, exporter), 40 Am Wehrhahn, 4 Duesseldorf. WTD 9/20/66.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—Applications are invited from major civil engineering contractors for registration as tenderers for the construction of a new main sewer crossing under the Yarra River, Melbourne.

Registration will be confined to contractors with prior experience and proven capability in sub-surface construction in wet silty ground requiring the use of compressed air at high pressures, and who also have the technical organization and financial resources necessary to safely complete the works.

The works comprise the construction, in reinforced concrete of the following subsurface structures: a) A sewer tunnel of 7'-0" internal dia. and 1755 ft. long, with invert approximately 63 ft. below mean low water to be constructed under compressed air; b) A drop structure of 26'-6" internal dia. and 84'-0" deep; c) A ventilation shaft of 4'-0" internal dia. and 58'-0" deep; d) a surge relief shaft of 10'-0" internal dia. and 77'-0" deep, and associated ducts.

Applications for registration will close at the office of the Board on Nov. 7. A registration form together with further relevant information will be forwarded on receipt of written request to: The Secretary, Melbourne & Metropolitan Board of Works, 110 Spencer St., Melbourne, C.1., Australia.

GUATEMALA—A water supply system for some 90,000 persons in rural communities in Guatemala is being assisted with a new Inter-American Development Bank loan equivalent to $1.3 million.

The project, being carried out within the framework of the Alliance for Progress, calls for the construction of approximately 100 systems in communities with populations of from 300 to 2,000 persons. It represents one of the first intensive efforts ever undertaken by Guatemala to provide the country's low-income rural population with safe drinking water.

The project, to be completed by the end of 1969, represents the initial stage in a broad national plan to provide potable water service to at least 50% of Guatemala's rural population during the next 10 years.

Total cost of the project is estimated at $2.1 million. Of this sum, 62% will be covered by the Bank's loan and the remainder will be a direct contribution from the executing agency, the Ministry of Public Health and Social Welfare, Palacio Nacional, Zona 1, Guatemala City.

The Bank's loan will be devoted primarily to the foreign exchange costs of the project. Each system to be built will include the installation and construction of water intakes, pipe lines, storage reservoirs, distribution networks and household connections. Capacities of the systems would vary, depending on the size of the community, to supply from 75 to 125 liters of water per capita.

MOZAMBIQUE—The Trans-Zambezia Railway Co., Ltd., London, reportedly plans to construct an **extension from Inhamitanga to Marromeu** (.80 kms.) for providing a ready outlet for increased output of sugar by the Sena Sugar Estates, Ltd. The TZR line in Mozambique, which currently runs from its Dondo terminal, covering 29 kms. away from the port of Beira, to Malawi, covering 331 kms. of direct line and 29 kms. of railway sidings of the standard African gauge (1.067 meters), will be increased by additional 80 kms. from Inhamitanga to Marromeu.

TURKEY—(100£=US$11.15) The Turkish Pension Fund is planning to construct a **200-room hotel** in Istanbul. The cost of the project is estimated at T£ 20 million not including approximately an additional T£ 5-6 million for furnishing and equipment. Where possible, procurement will be local and is to be handled by the Pension Fund, which is headquartered in Ankara.

VENEZUELA—According to press reports, Dr. Antonio Ledezma, President of the Venezuelan Petrochemical Institute (IVP), has stated that the Institute has completed plans for the **construction of two ammonia plants** in Zulia State to utilize natural gas.

One of the plants will be located in El Tablazo and will have a daily capacity of 900 metric tons of ammonia, to be converted in the same complex into 1,500 metric tons of urea. The cost of this plant will be $60 million. IVP stated that there is likely to be foreign financing for the construction of this complex.

The other plant will be located at Bajo Grande and will produce 1,500 metric tons of ammonia per day for export by tanker. This plant will cost $80 million.

According to Dr. Ledezma, there will be a 25% participation each by Texas Oil, Sun Oil and Atlantic while IVP will contribute the remaining 25% of the investment.

The two plants will utilize 145 million cubic feet of natural gas daily, or 10% of the total gas burned daily in the Maracaibo Lake area. A scheduled date of construction was not given, but Dr. Ledezma stated that all that remains before construction begins is for a "few details" to be worked out.

Construction Awards

AUSTRALIA—Plans were announced in Perth for construction and other works involved in the development of Barrow Island as Western Australia's first commercial oilfield.

West Australia Petroleum Proprietary Ltd., discoverer of the Barrow Island oilfield has let a construction contract to a joint Dutch-Western Australian company—Royal Netherlands Harbour Works Clough. It is the main contract in a program costing more than U.S. $4.5 million.

The work to be done includes the construction of two oil storage tanks in Barrow Island, each with a capacity of 7 million gallons, and the installation of 16 miles of pipeline, 6 miles to run underwater from the storage tanks to the offshore loading terminal.

Additional contracts will be let soon for the delivery of two mobile drilling rigs to drill 200 additional development wells on Barrow Island.

SWITZERLAND—According to a recent announcement in the press, the Bern Power Co. (BKW) has decided to purchase a General Electric boiling water reactor of 306 MW for its new atomic power station Muhleberg I, a few miles outside Bern. Construction is scheduled to start in the spring of 1967. The plant is expected to be in full operation by the fall of 1971. The conventional equipment for the power station will be supplied by the Swiss firm Brown Boveri. The development and overall construction of the project is in the hands of a specially formed consortium. Brown Boveri-General Electric Technical Services Co., Inc.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complemenary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Algeria to buy machinery and equipment for plastics plant

The Government of Algeria wishes to buy plastic working machinery and necessary equipment for the establishment of a plastic plant.

A copy of items needed for installation, showing planned production for a five year period, is available from the Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230.

A supply is also needed of base plastic materials such as synthetic resins, P.V.C. polyethylene, plasticizers and stabilizers required in plastics manufacturing.

Replies are requested in French.

Write: Direction Nationale des Cooperatives de L'A.N.P., BP. Militaire, Bureau d'Etudes, le Carroubier, Algiers, Algeria.

Argentina extends deadline on bidder's qualifications for mine development study

Minamianto S.A.M.I., Cordoba 362, Buenos Aires, has announced that the deadline for submission of prospective bidders' qualifications for performing a feasibility study on the development of Argentine asbestos mines has been extended from Sept. 12 to 12 noon Oct. 30.

The deadline for submission of bids, Nov. 10, remains unchanged. (INTERNATIONAL COMMERCE, Aug. 29, p. 33).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Neville Cush, Governing Director, Neville Cush & Co. Pty. Ltd., Beach St., Kogarah, **interested in meeting U.S. manufacturers of holiday and vacation houses, particularly prefabricated, to discuss agency and/or licensing agreements, and requesting technical information on design and construction methods.** Sept. 25 via Los Angeles for 3 weeks. c/o Rev. A. P. Farr, 2317 Le Konte, Berkeley, Calif. Itinerary: Los Angeles, San Francisco, New York, Chicago, Toledo. WTD 9/19/66.

BRAZIL—Jacob Groeninga, Intelco-Telecomunicacoes Ltda., Rua Paulo Bregaro 46, Caixa Postal 2923, Sao Paulo, **interested in contacting U.S. manufacturers of microwave equipment to negotiate a licensing agreement for manufacture in Brazil, and requesting technical information.** Sept. 24 via Miami for 60 days. c/o Anat New York Co., 812 Greenwich St., New York, N.Y. Itinerary: Miami, New York, Philadelphia, Pittsburgh, Chicago, San Francisco, Palo Alto, Los Angeles. WTD in preparation.

Michael Reifen, Stiil S.A. Sociedade Tecnica de Instalacoes Industriais, Praca da Republica 497, 5° andar, Sao Paulo, **interested in contacting U.S. manufacturers of industrial machinery to discuss agency agreements and requesting technical information regarding the financing of such machinery.** Oct. 15 via New York for 3-4 weeks. c/o Machine Affiliates Inc., 485 5th Ave., New York, N.Y. 10017. Itinerary: New York, Chicago, Cleveland, Philadelphia. WTD 9/12/66.

GREECE—George Hitas, Hitas Bros., 1 Orvilou St., Thessaloniki, **interested in contacting manufacturers of polyurethane, polyethylene and related materials for the plastics industry, and requesting technical information.** About Sept. 29 via New York City for 6-8 weeks. c/o North American Machinery Corp., 200 Park Ave., New York 17, N.Y. Itinerary: New York, Buffalo. WTD in preparation.

MEXICO—Ing. Gerardo Schabes, representing Estambres y Lanas, S.A., Av. del Taller 46, ler. piso, Mexico City, D. F., **interested in visiting small and medium-sized woolen/worsted textile mills and requesting technical information.** Oct. 16 via New Orleans for 2 weeks. c/o Mrs. Fred Dubard, 137 Aberdeen Drive, Greenville, S.C. Itinerary: Greenville, S.C.; Rockingham, N.C.; others to be arranged. WTD in preparation.

PAKISTAN—Byram D. Avari, representing Beach Luxury Hotel Ltd. and Messrs. Business Managements, Beach Luxury Hotel, New Queens Rd., Karachi 2, **interested in contacting world tour operators and large travel agents doing business with the Middle and Far East, India, and Pakistan; interested in purchasing rights of U.S. films for 4-year period; interested in discussing joint ventures and collaboration with U.S. firms who are establishing in Pakistan factories for production of insecticides, cosmetics and pharmaceuticals.** Oct. 6 via New York for 6 weeks. c/o Waldorf Astoria Hotel, 50th & Park Ave., New York, N.Y. Itinerary: New York, Washington, Buffalo, Phoenix, Las Vegas, Los Angeles, San Francisco, Seattle, Honolulu, others as required. WTD in preparation.

URUGUAY—Dr. Julio Lorenzo & Deal, representing Cooperativa Nacional de Productores de Leche-Conaprole, Magallones 1871, Montevideo, **interested in visiting milk pasteurizing plants within the New York City area, and requesting technical information.** Oct. 7 via New York for 20 days. c/o Stanford Hotel, 43 W. 32nd St., New York, N.Y. Itinerary: New York, Washington, Miami. WTD in preparation.

Thailand to purchase VHF radio telephone equipment

The Provincial Electricity Authority, Kingdom of Thailand, has issued tender No. KA-YPI-8/1966 and KA-NP-8/1966, for the supply of fixed and mobile VHF radio telephone equipment. Bid deadline is Nov. 4.

Bid should offer 17 fixed radio telephone stations, 80W, duplex, complete with omnidirectional antennas, power supply and accessory equipment; 61 radio telephone equipments, 6 watt duplex operation, complete with directional antennas; 35 mobile radio telephone equipments, 6 watts, duplex operation. All equipment is for operation in the 156 to 171 Mc band. Test equipment is to be provided.

Copies of tender forms and specifications are available from the Finance Section, Provincial Electricity Authority, Samsen Rd., Bangkok, Thailand, upon payment of $50.

A description of the project is available for review at the U.S. Department of Commerce, Electronics Division, BDSA-658, Rm. 4125, Washington, D.C. 20230.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230) and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated September.

Chemicals—Importers and Dealers—New Zealand.

Cooperage and Containers—Importers and Dealers—Nicaragua.

Dental Supply Houses—Norway.

Laundry and Dry Cleaning Industry—Honduras.

Machinery, Equipment and Supplies, Electrical—Importers and Distributors—France.

Pulp and Paper Mills—Venezuela.

Danish industrial investment shows marked slowdown

Dip caused by tight credit, higher costs, and government measures to cool off economy

Fulfilling the forecast that "industrial investments will level out at around 1965's volume," data released by the Danish Statistical Bureau indicate that new investment in industry shows signs of stagnation in 1966. Based on preliminary information, new investment is estimated at 86% of that in 1965, or about 2,020 million kroner ($293 million).

Understandably, investment programs vary a great deal for the different industrial sectors. The food processing and earthenware and glass industries are the only ones anticipating higher investment totals than in 1965, and the chemical and paper industries are expecting the largest setbacks.

Recent comparisons

This recent downturn is significant when compared with previous years. Industrial investment went from 1,982 million kroner ($287 million) in 1964 to 2,349 million ($340 million) in 1965—an increase of 19%. During the past few years, the Danish economy has been operating at maximum capacity, and the Government recently has been undertaking efforts to control the over-heated economy through restrictions on credit and consumption. However, the measures taken to restore more stable conditions may have been a bit too strong, thus precipitating this downward shift in business expectations.

Of course, these factors are not the only ones which have brought about the slower investment rate. The tight money market, which is prevailing throughout the United States and Europe, is having a noticeable effect on the Danish economy by restraining new industrial investment.

Likewise, increased production costs, which have not been fully outweighed by higher operating efficiency have resulted in reduced profit margins, thus leaving less funds available for investment in many Danish industrial areas.

New Books and Reports

***Export or Die.* By Charles T. Olson and Ray C. Ellis. Dartnell Corp., Chicago. 446pp. $9.95.**

The book suggests that the best insurance the United States can set up against inflation and recession is a 10% increase in export sales by small and medium-sized businesses. The authors seek to destroy the fallacies of foreign trade, which they conclude is no more difficult nor involves any more red tape than domestic business.

Step-by-step approaches to exporting, from indirect to direct marketing, and overseas manufacturing in branch plants, are discussed in depth. Every aspect—foreign market research, advertising, legal requirements, packing and shipping tips, and government aid for exports—is examined.

Write: Dartnell Corp., 4660 Ravenswood Ave., Chicago, Ill. 60640.

***Technological Competition: Europe vs. U.S.* By James B. Quinn. Harvard Business Review, July-Aug. 1966, Single reprint, $1.**

An analysis of technological trends and problems here and overseas, plus interviews with businessmen and government administrators on both continents, reveals the changing competitive environment in important world markets.

This article discusses why the United States has been able to develop such an enormous range and depth of scientific and technological capacities, what European countries are doing to counter United States strengths, and where European companies will be most competitive in the future.

Write: Harvard Business Review, Soldiers Field Station, Boston, Mass. 02163.

***Consultants and Consulting Organizations.* By Paul Wasserman and Willis R. Greer, Jr. Cornell University, Ithaca, New York. 386pp. $15.**

This new reference guide is divided into three main sections. The first is an alphabetically arranged descriptive profile statement on each of the 2,612 organizations listed in the book.

The second part lists which firms, in which geographic areas, are engaged in particular fields of consulting. The subjects included range from accounting-auditing to warehousing, and cover 136 different fields. There is also a key to the locations of foreign branches of American consulting firms.

The third part of the book is an alphabetical index to all the individuals named as officers and principals of the organizations listed in the main or first section of the volume.

Write: Publications Section, Graduate School of Business and Public Administration, Cornell University, Ithaca, N.Y. 14850.

***Trade Policies for Britain.* By Sidney Wells. Oxford U. Press. 137pp. $2.**

This essay assesses the economic implications for Britain of various alternative trading arrangements, such as a European Common Market or Free Trade Area, and an Atlantic Free Trade Area. The author also discusses Britain's option of promoting general worldwide tariff reduction through the GATT.

The study traces the likely consequences of these policies for the British economy, paying special attention to their effect on the balance of trade, on movement of capital, and on the fortunes of particular industries and regions.

Write: Oxford University Press, 417 Fifth Ave., New York, N.Y. 10016.

***Jamaica, Trinidad and Tobago, Leeward Islands, Windward Islands, Barbados, and British Guiana; Projected Levels of Demand, Supply, and Imports of Agricultural Products to 1975. (ERS Foreign 148).* U.S. Dept. of Agriculture, Washington. 50pp. Free.**

A summary and evaluation, with implications for U.S. agriculture, of the detailed report of the same title issued in March 1965. The major objective of the study is to project demand of the area for specified agricultural products for 1965, 1970, and 1975.

Write: Information Office, Dept. of Agriculture, Washington, D.C. 20250.

Japan's industries

Free copies of the 1965 issue of "Japanese Industry," published by the Bank of Japan, are available from the Bank's New York Office at One Chase Manhattan Plaza, New York, N.Y. 10005.

***Illinois Export Activity.* By Paul O. Groke and John R. Kreidle. Illinois Dept. of Business and Economic Development, Springfield. 95pp.**

A survey of foreign sales activities by small and medium-sized manufacturers in Northern Illinois has been published by the Illinois Department of Business and Economic Development.

The survey, in addition to providing data on the extent of export activities, focuses attention on services the division offers to help firms establish new or better export sales programs.

A similar survey of Central Illinois is underway, and a study of the southern section of the state is planned.

Write: Division of Export Expansion, Dept. of Business and Economic Development, Springfield, Illinois.

***Electronics in India.* Report of the Electronics Committee, Government of India. 396pp., Rs 20 (about $2.60)**

This report offers a ten-year projection of the needs of the electronics industry of India as well as suggested production plans for the fulfillment of these needs.

It deals with production of primary materials, components, and equipment, and contains a special section on computer requirements.

Write: Secretary, Electronics Committee, Department of Atomic Energy, Apollo Bunder, Bombay, India.

***Survey of Industrials: 1966.* By the Financial Post. MacLean-Hunter Publishing Co., Toronto. 423pp. $6.**

This 40th edition of the Financial Post's annual survey contains detailed reviews of hundreds of individual Canadian companies, with reference data on earnings, assets, liabilities, dividend payments, directors, officers, capitalization, subsidiaries and other corporate information. There is a special tabulation of the price range of listed industrial stocks covering the period 1958-65.

The Financial Post has also recently published the 24th edition of its annual survey of oils, reviewing oil and natural gas companies which are active in Canada. This 196-page book also costs $6.

Write: MacLean-Hunter Publishing Co., Ltd., 481 University Ave., Toronto 2, Canada.

***Transport and the Economic Integration of South America.* By Robert T. Brown. The Brookings Institution, Washington. 288pp. $6.**

The author explores the relationship between transport and the economic integration of South America; he suggests priorities for transport investment in each major region to promote continental trade, and relates the present transport structure to geographic differences, resources, and distribution of population and income. Ways to improve ocean traffic among South American countries are also investigated as a first step toward integrating South American markets.

Write: The Brookings Institution, 1775 Massachusetts Ave., Washington, D.C.

***International Market Guide: Latin America.* Vol. 29, Section I: Middle America; Section II: South America. Dun & Bradstreet, New York. $105 each; Set, $165.**

Revised semiannually, this two volume set provides sales and financial facts on the principal importers, manufacturers, wholesalers, retailers, sales agents and exporters in South and Central America. Each business is listed alphabetically by name, by city, with street address, line of business, capital strength and composite appraisal.

Write: Dun & Bradstreet, Inc., 99 Church St., New York, N.Y. 10007.

***Modern Brewery Age Blue Book.* Modern Brewery Age, Stamford, Conn. 239pp. $6.**

A handbook of information on the brewing industry. A list of breweries in the United States, Canada, Latin America, and Europe is included. Information includes address, names and titles of the entire executive staff, and plant capacities.

Write: Modern Brewery Age, 80 Lincoln Ave., Stamford, Conn. 06904.

***Saudi Arabia; Agricultural Commodity Projections.* E. Y. Aspour. U.S. Dept. of Agriculture, Washington. 180pp. Free, limited supply.**

The study assesses future demand for and domestic supply of agricultural products, and estimates the demand for imports of specific agricultural products in the years 1965, 1970 and 1975.

Write: Information Office Dept. of Agriculture, Washington, D.C. 20250.

Cartel law translated

Germany's cartel law, the **Law Against Restraints of Competition in the Federal Republic of Germany and West Berlin,** is available in an English translation incorporating the most recent amendments. Comparable to our anti-trust laws, the German law contains general prohibitions against cartels and restraints of competition, but allows exceptions in certain situations specified in the law.

The English version, prepared for dissemination by the Office of International Regional Economics, includes a brief discussion of the law. A limited number of free copies are still available.

Write: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230

***Trade in the Common Market Countries.* A. E. Walsh and John Paxton, A. E. Walsh & Partners, Ltd., London. 111pp. $30.**

A statistical summary of what France, West Germany, Italy, The Netherlands, and Belgium/Luxembourg buy from inside and outside the Common Market, where those imports come from and, in each country, what relation the imports bear to exports of similar commodities, together with notes on production, consumption, imports and exports for important commodities. Data are tabulated under about 180 different commodity headings.

Write: Fred B. Rothman & Co., 57 Leuing St., South Hackensack, N.J. 07606.

***Latin America's Prepared Industrial Sites.* Industrial Development and Manufacturers Record, June 1966. Conway Research, Atlanta. Reprints free.**

Latin America has jumped into the global competition to attract industry by readying prepared industrial areas (parks, districts, zones and estates). This study cites the progress that has been made and features a current geographical directory of prepared sites. For each site listed in the directory such information is given as municipal location, name, managing official, mailing address and available services at the site.

Write: Conway Research Inc., 2600 Apple Valley Rd., Atlanta, Ga. 30319.

***Italy—An Economic Profile.* Published in English by the Italian Embassy, Washington, D.C. 1965. Free.**

This book contains information on general economic and commercial developments in Italy plus detailed data on the GNP, consumption, investment, trade, wages and finance.

All Commerce Department Field offices have copies available for consultation.

Write: Commercial Office, Italian Embassy, 2401 15th St., N.W., Washington, D.C. 20009.

***Chemical Guide to Asia, Africa, Australasia, 1966.* Noyes Development Corp., Park Ridge, N.J. 87pp. $18.**

A directory of the leading chemical producers in 29 countries in Asia, Africa and Australasia. Companies are arranged alphabetically by country and for each firm the following information is given: address, ownership, plant locations and products, subsidiaries and affiliates, and where available, annual sales, number of employees, and principal executives.

Write: Noyes Development Corp., 118 Mill Rd., Park Ridge, N.J.

***Retailing Trends in Thailand.* By Edwin F. Wigglesworth and Jiri Brotan. Journal of Retailing, Spring 1966. New York U. $1 per single issue.**

A study of the structure and developing trends of retailing in Thailand based on observations and data collected by the author during the course of several sponsored research visits to Thailand. The article ends with an outlook summary on the state of retailing in Thailand.

Write: Journal of Retailing, New York University, 432 Commerce Bldg., Washington Square, New York, N.Y. 10003.

***Digest of Commercial Laws of the World, Volume I.* By the National Association of Credit Management. Oceana Publications, Dobbs Ferry, N.Y. Various paging. $25.**

This first volume of a three-volume digest of commercial laws of 58 free world countries. Eighteen major aspects of commercial laws are covered for each country. The first volume covers: Brazil, Chile, Egypt, El Salvador, Ireland, Italy, Japan, Lebanon, Mexico, Norway, Peru, Portugal, and Uruguay.

Write: Oceana Publications, Inc., 40 Cedar St., Dobbs Ferry, N.Y. 10522.

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Calendar *for international traders*

BRUNSWICK, Ga.—Oct. 12—Export Seminar, 12 noon, Crews Driftwood Rm. Sponsors: Commerce Department Field Office; Chamber of Commerce.

BOSTON—Oct. 13—International Trade Assn. dinner meeting, State Street Bank Roof Restaurant.

CANTON, Ohio—Oct. 19—Export Expansion Workshop, Chamber of Commerce. Sponsors: Department of Commerce Cooperative Offices; REEC; Cleveland Field Office, Department of Commerce.

CHICAGO—Oct. 11—Automotive Exporters' Club, Builders Bldg.

CHICAGO—Oct. 13—Meeting for Exporters, Commerce Department Field Office.

CHICAGO—Oct. 13—International Trade Club luncheon, LaSalle Hotel. Speaker: Carl Gerstacker, National Export Expansion Council.

CHICAGO—Oct. 19—Chicago-Midwest Credit Management Assn., LaSalle Hotel.

DALLAS—Oct. 8-23—Texas International Trade Fair, Texas State Fair.

DALLAS—Oct. 12—In-Office Workshop. Commerce Department Field Office. Sponsor: REEC; Commerce Department.

DALLAS—Oct. 17-21—World Trade Week in conjunction with the Texas International Trade Fair. Sponsors: Dallas Chamber of Commerce; REEC; and Department of Commerce Field Office.

DETROIT—Oct. 11—Export Marketing Workshop, 9:15 a.m., Federal Bldg. Sponsors: Commerce Dept. Field Office, REEC.

DOYLESTOWN, PA.—Oct. 10—Monthly dinner meeting of International Trade Development Assn. of Bucks County, Conti Cross Keys Inn, 5:30 p.m. Sponsor: Lower Bucks County Chamber of Commerce.

ERIE, PA.—Oct. 12—Regional Export Trade Conference and Workshop, GE Community Center. Sponsors: Chamber of Commerce; Manufacturers Assn. of Erie; Pennsylvania Department of Commerce; Commerce Department Field Office.

JACKSONVILLE, Fla.—Oct. 18—Export Conference, 2 p.m., Commerce Department Field Office. Sponsor: Department of Commerce.

JEFFERSON CITY, MO.—Oct. 11—Show You Export Workshop, Missouri Division of Commerce & Industrial Development. Sponsors: St. Louis Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY—Oct. 11—Meeting for Exporters, 6 p.m., Advertising & Sales Executives Club. Sponsors: International Trade Club; University of Missouri; REEC; Commerce Department Field Service.

MEMPHIS—Oct. 13—Export Marketing Workshop, Kimco Auto Products Inc. Sponsors: REEC; Department of Commerce Field Office.

MEMPHIS—Oct. 18—World Trade Club, Hotel Claridge, Port of New Orleans night.

MEMPHIS — Oct. 18 — Executive Level Export Seminar, Holiday Inn-Rivermont. Sponsors: Chamber of Commerce; REEC; Commerce Department Field Office.

MEMPHIS—Oct. 18—REEC breakfast meeting, Holiday Inn-Rivermont.

MEMPHIS—Oct. 18—Rotary Club luncheon, 12 noon, Hotel Sheraton Peabody. Speaker: Carl A. Gerstacker, National Export Expansion Council.

MEMPHIS—Oct. 19—Mid-South Exporters' Roundtable, Hotel Claridge.

MIAMI—Oct. 12—South Florida REEC monthly meeting, 12 noon.

MIAMI—Oct. 14—In-Office Export Workshop, 10:30 a.m., Commerce Department Field Office. Sponsors: REEC; Department of Commerce.

MIAMI—Oct. 17-18—Air Cargo Workshop, Hotel Carillon. Sponsors: Civil Aeronautics Board; National Industrial Traffic League.

MINNEAPOLIS—Oct. 12—World Trade Assn. dinner meeting, Holiday Inn-Central.

NEW YORK—Oct. 13—Overseas Auto Club luncheon, 12 noon, Summit Hotel.

NEW YORK—Oct. 18—International Executives Assn., Inc., reception-luncheon, 11:45 a.m., Statler Hilton Skytop Rm. Reservations. Speaker: John J. McDevitt, Jr., Sr. Vice President Lippincott & Margulies.

PHILADELPHIA—Oct. 12—Exporters Conference on "Export Traffic Management and the Role of the Foreign Freight Forwarder." 10 a.m., Commerce Dept. Field Office.

PHOENIX—Oct. 13—Export Workshop, 10 a.m.-12 noon, New Federal Bldg. Sponsors: Phoenix Field Office, Department of Commerce; REEC.

READING, PA.—Oct. 12—Monthly dinner meeting of Reading Foreign Traders Assn.; 5:30 p.m.

SAN FRANCISCO—Oct. 12—General Export Seminar, 9:30 a.m., Rm. 13450, New Federal Bldg. Sponsor: Commerce Department.

SAN JUAN—Oct. 14—International Trade Seminar, all-day, Holiday Inn. Sponsors: REEC; Pan American Airways.

SEEKONK, Mass.—Oct. 18—World Trade Club dinner meeting, Eileen Darling's Restaurant, Route 6.

WASHINGTON, D.C.—Oct. 14—FCIB Roundtable Conference, 2-4:30 p.m., Hilton Hotel.

WASHINGTON, D.C.—Oct. 14—National Assn. of Credit Management, Hilton Hotel. Speaker: **Jacob E. Katz, Business & Defense Services Administration.**

YORK, Pa.—Oct. 18—World Trade Council, Chamber of Commerce Building.

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